National Small Business Conference

"Critical Infrastructure Opportunities"

15 - 18 May 2007

Houston, TX

Agenda

Wednesday, 16 May 2007

Department of Homeland Security Keynote Address:
      Honorable Jay Cohen, Under Secretary for Science and Technology, Department of Homeland Security

Panel: *Critical Infrastructure and Preparedness Panel*
Panelists:

- *Mr. Antwane Johnson,* Deputy Director, Critical Infrastructure Protection (EA), Office of the Assistant Secretary of Defense (HD &ASA)
- *Mr. Michael Matthews,* Division Head (Acting) Infrastructure/Geophysical, Department of Homeland Security

Panel: *Prime Contractor*
Moderator: *Mr. Ronald Perlman, Esq.,* Chair, Government Contracts Section, Buchanan Ingersoll & Rooney, PC;
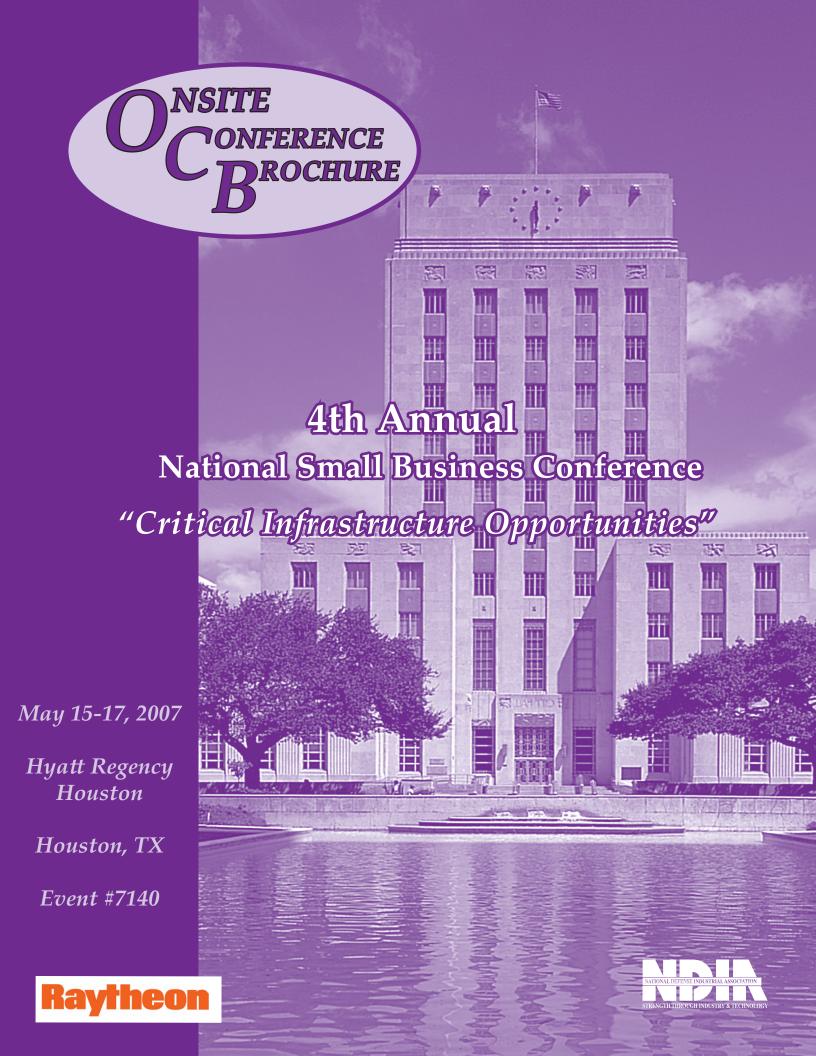   Vice Chair, NDIA Small Business Division
Panelists:

- *Mr. Babak Nouri,* Assistant Vice President, Small Business Programs, SAIC
- *Mr. Doug Patrick,* Director of Integrated Supply Chain, Raytheon Company
- *Ms. Jaye Lampert,* Rolls-Royce Corporation, Small Business Liason Officer
- *Ms. Diane Dempsey,* Director Small Business Relations, BAE Systems

Thursday, 18 May 2007

Panel: *Effective Infrastructure Marketing to the Federal Government*

Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs

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CONFERENCE
BROCHURE

4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"

May 15-17, 2007

Hyatt Regency Houston

Houston, TX

Event #7140

Raytheon

NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION
STRENGTH THROUGH INDUSTRY & TECHNOLOGY

CONFERENCE AGENDA

TUESDAY, MAY 15, 2007

1:00pm–6:30pm   Registration Open and Display Setup

5:00pm–6:30pm   Opening Reception in Display Area

WEDNESDAY, MAY 16, 2007

7:00am–6:30pm   Registration Open

7:00am–8:00am   Continental Breakfast in Display Area

8:00am–8:30am   Welcoming Remarks
                  Lt Gen Lawrence Farrell, Jr., USAF (Ret), President and CEO, NDIA

                  NDIA Small Business Division Chairman Remarks
                  Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High
                  Technology Consortium Foundation

8:30am-9:15am   Department of Homeland Security Keynote Address
                  Hon. Jay Cohen, Under Secretary for Science and Technology, Department of
                  Homeland Security

9:15am–10:00am   Ms. Mary Petryszyn, Vice President, Joint Battlespace Integration,
                  Raytheon Integrated Defense Systems

10:00am–10:30am   Break in Display Area

10:30am–11:45am   Contracting with Local and State Governments Panel

                  Moderator:
                  Hon. Robert Eckels, County Judge, TX (Ret), Partner, Fulbright & Jaworski

                  Panelist:
                  Mr. Jack Colley, State Coordinator, State Emergency Management Council

12:00pm–1:30pm   Lunch and Presentation of the Dr. Kathleen P. Sridhar
                  Small Business Executive of the Year Award

| 1:30pm–3:00pm | Critical Infrastructure and Preparedness Panel |
| | |

1:30pm–3:00pm Critical Infrastructure and Preparedness Panel

Moderator:
Mr. Tyrone Taylor, Director, Washington
Relations, West Virginia High Technology
Consortium Foundation

Panelists:
Mr. Antwane Johnson, Deputy Director, Critical Infrastructure
Protection (EA), Office of the Assistant Secretary of Defense
(HD &ASA)

Mr. Michael Matthews, Division Head (Acting) Infrastructure/Geophysical,
Department of Homeland Security

3:00pm–3:30pm Break in Display Area

3:30pm–5:00pm Prime Contractor Panel

Moderator:
Mr. Ronald Perlman, Esq., Chair, Government Contracts Section,
Buchanan Ingersoll & Rooney, PC; Vice Chair, NDIA Small
Business Division

Panelists:
Mr. Babak Nouri, Assistant Vice President, Small Business
Programs, SAIC

Doug Patrick, Director of Integrated Supply Chain, Raytheon Company

Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business
Liason Officer

Ms. Diane Dempsey, Director Small Business Relations, BAE Systems

5:00pm–6:30pm Networking Reception in Display Area

THURSDAY, MAY 17, 2007

7:00am–5:00pm Registration Open

7:00am–8:00am Continental Breakfast in Display Area

7:00am–8:00am Women In Defense Breakfast, Arboretum 5 - 2nd Floor

8:00am–8:15am NDIA Small Business Division Chairman Remarks
Mr. Tyrone Taylor, Director, Washington
Relations, West Virginia High Technology
Consortium Foundation

8:15am–9:00am	Department of Defense and Critical Infrastructure Protection Keynote Address Mr. Peter Verga, Principal Deputy for Homeland Defense, DoD
9:45am–10:15am	Break in Display Area
10:15am–11:45am	Small Business Panel, Success in Critical Infrastructure Protection

Moderator:
Ms. Ludmilla Parnell, Marketing Director, Small Business Partnerships, General Dynamics Information Technology

Panelists:
Mr. Phil Gahn, Director of Business Development Security Technology, Epsilon Systems Solutions

Mr. John V. Meyers, President and CEO, NAID

Mr. John E. Taylor, President, Mercury Data Systems

Mr. David Pak, President, USmax Corporation

12:00pm–1:30pm	Lunch with Speaker Mr. Nicholas Owens, Ombudsman, Small Business Administration
1:30pm–3:00pm	Effective Infrastructure Marketing to the Federal Government Panel

Moderator:
Mr. Ralph Thomas, III, Counsel - Government Contracts Practice Group, Buchanan Ingersoll & Rooney PC

Panelists:
Mr. Kevin Boshears, Director, Office of Small and Disadvantaged Business Utilization, Department of Homeland Security

Mr. Gale Burkett, Chairman and CEO, GB Tech, Inc.

Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs

3:00pm–3:30pm	Break in Display Area
3:30pm–5:00pm	Prime Contractor Panel

Moderator:
Ms. Jody Kernaghan, Manger, Small Business Programs, KBR

Panelists:
Ms. Valerie Coleman, Commercial Market Representative,
US Small Business Administrative Center

Mr. Kevin Howard, Manager of Supplier Diversity,
The Boeing Company

5:00pm	Conference Adjourns

See You Next Year at the
5th Annual National Small Business
Conference!

Hyatt Regency La Jolla at Aventine
San Diego, CA ~ May 19-22, 2008

Conference Promotional Partners

ARMOR HOLDINGS
AEROSPACE & DEFENSE GROUP

Armor Holdings, Aerospace and Defense Group, Tactical Vehicle Systems Division

Armor Holdings is a leading manufacturer and distributor of military vehicles, vehicle armor systems and life safety and survivability systems.

Armor Holdings Tactical Vehicle Systems Division (TVS) designs, manufactures and supports light and medium tactical vehicles from 2 – 17 tons payload capacity, offering the highest capability, mobility, and reliability in the market. The Family of Medium Tactical Vehicles (FMTV) includes sixteen variants on two basic platforms (4X4 and 6X6), with 85% parts commonality to greatly reduce the logistics footprint in the field. Variants include the 2.5-ton cargo and van models and 5-ton cargo, troop carrier, tractor, van, wrecker, load handling systems (LHS), tanker and dump trucks, with some models exceeding 10-ton capacity. Our new 8 X 8 will be available in cargo and LHS configurations, with a capacity of over 17-tons. The FMTV is well established as the Platform of Choice for the U.S. Army and other customers worldwide. Over 39,000 FMTV vehicles are in service around the world.

To meet recent requirements for ballistic protection, Armor Holdings designed and developed the Low Signature Armored Cab (LSAC) for the FMTV, providing crew protection from assault rifle rounds, land mines, and artillery fragments. The LSAC is a drop-in replacement for the standard cab, so it can be installed on an as-required basis. Over 2,000 LSAC cabs are fielded and are combat proven.

TVS manufactures the Family of Medium Tactical Vehicles (FMTV) at its home facility in Sealy, Texas.

KBR

KBR's Government and Infrastructure division provides integrated engineering/design and construction, logistics support, project management, and operations and maintenance worldwide. From large-scale military contingency support, to highways, to western Europe's largest shipyard, KBR is noted for its quality and quick response capability whenever and wherever services are needed.

KBR's Government & Infrastructure division is a global company providing engineering, construction and logistics services to Government. For over 60 years, from highways to large-scale military contingency operations, KBR's services include program and project management, engineering and design, construction, operations and maintenance, logistics, and integrated security solutions.

Raytheon

Raytheon Company, with 2006 sales of $20.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning more than 80 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

SAIC
From Science to Solutions

SAIC is a leading provider of scientific, engineering, systems integration and technical services and products to all branches of the U.S. military, agencies of the U.S. Department of Defense (DoD), the intelligence community, the U.S. Department of Homeland Security (DHS) and other U.S. Government civil agencies, as well as to customers in selected commercial markets. Our customers seek our domain expertise to solve complex technical challenges. SAIC offers a broad range of services and products to address our customers' most complex and critical technology-related needs. These services include the following:

Defense Transformation. We develop leading-edge concepts, technologies and systems to solve complex challenges facing the U.S. military and its allies, helping them transform the way they fight.

Intelligence. We develop solutions to help the U.S. defense, intelligence and homeland security communities build an integrated intelligence picture, allowing them to be more agile and dynamic in challenging environments and produce actionable intelligence.

Homeland Security and Defense. We develop technical solutions and provide systems integration and mission-critical support services to help federal, state, local and foreign governments and private-sector customers protect the United States and allied homelands.

Logistics and Product Support. We provide logistics and product support solutions to enhance the readiness and operational capability of U.S. military personnel and weapon and support systems.

Systems Engineering and Integration. We provide systems engineering and integration solutions to help our customers design, manage and protect complex IT networks and infrastructure.

Research and Development. As one of the largest science and technology contractors to the U.S. Government, we conduct leading-edge research and development of new technologies with applications in areas such as national security, intelligence and life sciences.

Commercial Services. We help our customers become more competitive, offering technology-driven consulting, systems integration and outsouring services and products in selected commercial markets including oil and gas, utilities and pharmaceuticals.

Founded by J. Robert Beyster, Ph.D., and a small group of scientists in 1969, Science Applications International Corporation (SAIC), a Fortune 500® company, and its subsidiaries now have more than 44,000 employees with offices in over 150 cities worldwide and annual revenues of $8.3 billion.

Promotional Partners

Thank You to ...

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Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR

SAIC®
From Science to Solutions

GENERAL DYNAMICS
Information Technology

ARMOR HOLDINGS
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DHS Science & Technology: Enabling Technology to Better Secure the Nation

National Small Business Conference
Critical infrastructure Opportunities

Houston, Texas · May 16, 2007

Jay M. Cohen
Under Secretary
Science and Technology Directorate

Homeland Security

S&T Goals

- Accelerate delivery of enhanced technological capabilities to meet requirements and fill capability gaps to support DHS Agencies in accomplishing their mission

- Establish a lean and agile GS-manned, world-class S&T management team to deliver the technological advantage necessary to ensure DHS Agency mission success and prevent technology surprise

- Provide leadership, research and educational opportunities and resources to develop the necessary intellectual basis to enable a national S&T workforce to secure the homeland

Homeland Security

DHS S&T Investment Portfolio
Balance of Risk, Cost, Impact, and Time to Delivery

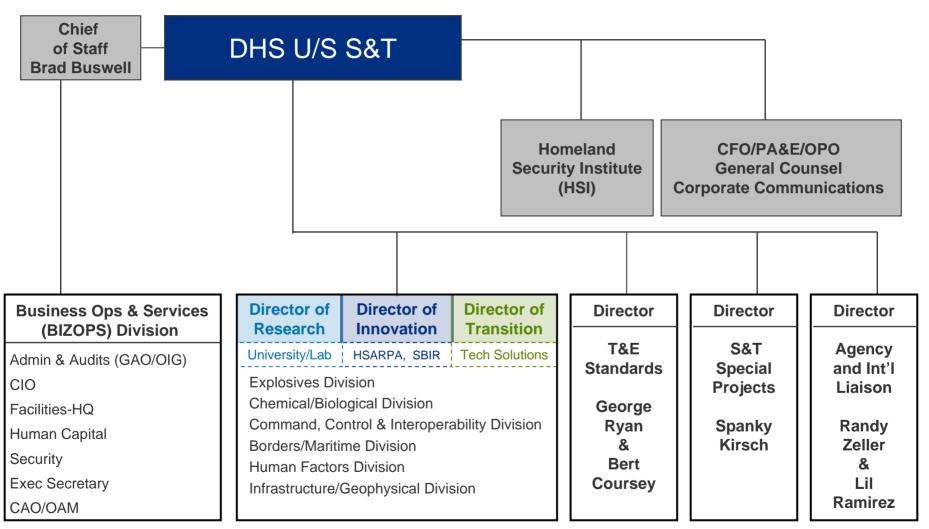| Product Transition (0-3 yrs)	Innovative Capabilities (1-5 yrs)
▪ Focused on delivering near-term products/enhancements to acquisition ▪ Customer IPT controlled ▪ Cost, schedule, capability metrics	▪ High-risk/High payoff ▪ "Game changer/Leap ahead" ▪ Prototype, Test and Deploy ▪ HSARPA
Basic Research (>8 yrs)	Other (0-8+ yrs)
▪ Enables future paradigm changes ▪ University fundamental research ▪ Gov't lab discovery and invention	▪ Test & Evaluation and Standards ▪ Laboratory Operations & Construction ▪ Required by Administration (HSPDs) ▪ Congressional direction/law

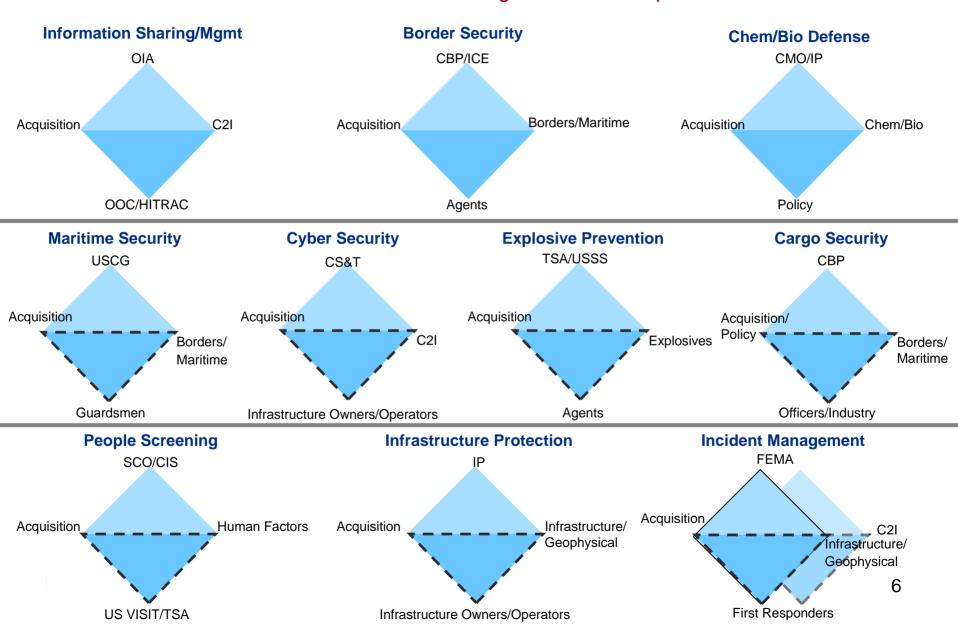## Customer Focused, Output Oriented

S&T Organization

DHS U/S S&T

Director of Research	Director of Innovation	Director of Transition
Starnes Walker	**Roger McGinnis**	**Bob Hooks**
Deputy	Deputy	Deputy
Dave Masters	**Rolf Dietrich**	**Rich Kikla**

Innovation

Explosives **Jim Tuttle**	Chem/Bio **John Vitko**	Command, Control & Interoperability **Dave Boyd**	Border/Maritime **Capt Dave Newton USCG** (Acting)	Human Factors **Sharla Rausch**	Infrastructure/ Geophysical **Chris Doyle** (Acting)

Research

Research **George Zarur**	Research Chem/Bio: **Keith Ward** Threat Char/Attribution: **Sandy Landsberg** Jnt Agro Def: **Tam Garland**	Research Intel: **John Hoyt** Futures: **Joe Kielman**	Research **Jeannie Lin**	Research **Michelle Keeney** (Acting)	Research **Mary E. Hynes**
Transition **Herm Rediess**	Transition **Jeff Stielfel**	Transition **Trent DePersia**	Transition **David Newton**	Transition **Chris Turner**	Transition **Lawrence Ash**

Applications

DHS S&T Directorate

DHS Requirements/Capability Capstone IPTs
DHS S&T Product – "Enabling Homeland Capabilities"

Information Sharing/Mgmt

OIA

Acquisition — C2I

OOC/HITRAC

Border Security

CBP/ICE

Acquisition — Borders/Maritime

Agents

Chem/Bio Defense

CMO/IP

Acquisition — Chem/Bio

Policy

Maritime Security

USCG

Acquisition — Borders/Maritime

Guardsmen

Cyber Security

CS&T

Acquisition — C2I

Infrastructure Owners/Operators

Explosive Prevention

TSA/USSS

Acquisition — Explosives

Agents

Cargo Security

CBP

Acquisition/Policy — Borders/Maritime

Officers/Industry

People Screening

SCO/CIS

Acquisition — Human Factors

US VISIT/TSA

Infrastructure Protection

IP

Acquisition — Infrastructure/Geophysical

Infrastructure Owners/Operators

Incident Management

FEMA

Acquisition — C2I / Infrastructure/Geophysical

First Responders

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High Priority Technology Needs

- 11 Capstone IPTs have identified 77 High Priority Technology Needs for DHS components and their customers

- Identified in new brochure and posted at www.hsarpabaa.com

- Baseline established for conducting an iterative, dynamic IPT process on an annual cycle aligned with DHS funding and acquisition processes

IPT Next Steps:

- Focus on delivering product to customers

- Detail proposed technology solutions

- Clarify deliverable and transition plans

- Develop Technology Transition Agreements to establish customer requirements and technical specifications

High Priority Technology Needs

May 2007

Homeland Security

Science and Technology

Customer Focused…Output Oriented

Infrastructure Protection: Representative Technology Needs

- Analytical tools to quantify interdependencies and cascading consequences as disruptions occur across critical infrastructure sectors *(IP/Geophysical Division)*

- Effective and affordable blast analysis and protection for critical infrastructure; improved understanding of blast failure mechanisms and protection measures for the most vital critical infrastructure and key resources *(IP/Geophysical Division)*

- Advanced, automated and affordable monitoring and surveillance technologies *(C2I Division)*

Homeland Security

Homeland Security Act of 2002

HSARPA will….

"Support basic and applied homeland Security research to promote *revolutionary* changes in technologies; advance the development, testing and evaluation, and deployment of critical homeland security technologies; and accelerate the prototyping and deployment of technologies that would address homeland security vulnerabilities."

EVERY TRULY GREAT ACCOMPLISHMENT IS AT FIRST IMPOSSIBLE!

(FORTUNE COOKIE)

HIPS and HITS

Homeland Innovative Prototypical Solutions (HIPS) are designed to deliver *prototype-level demonstrations* of game-changing technologies in two to five years. Projects are moderate to high risk, with high payoff.

High Impact Technology Solutions (HITS) are designed to provide *proof-of-concept* answers within one to three years that could result in high-payoff technology breakthroughs. While these projects are at considerable risk for failure, they offer the potential for significant gains in capability.

Homeland
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Homeland Innovative Prototypical Solutions (HIPS)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
Project Chloe- High altitude aerial platform existing above civil aviation Counter-MANPADS **SENSIT** – System to identify numerous liquids in baggage **IED Defeat / APE VBIED Defeat** – Detection/prevention and mitigation technologies to counter IEDs		**SCOPE** (Scalable Common Operational Picture Experiment) – Leverages Global Observer JCTD	**Scalable Composite Vessel Prototype (SCVP)** – Lightweight, composite material with high speed hull **SAFECON –** 90 second container screening device	**FAST M2** (Future Attribute Screening Technology Mobile Module) – Relocatable Lab capable of testing for behavioral/ physiological cues of "hostile intent" Double or triple wide trailer tested at various sites around the country	**Resilient Electric Grid** – System that will prevent cascading effects of power surge on electrical grids **Levee Strengthening and Rapid Repair -** rapidly stop a breach in a levee **Storm Surge and Hurricane Mitigation**

High Impact Technology Solutions (HITS)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
	Real Time Bio Detection and Identify **Cell-All -** Ubiquitous Chem/Bio/agent detector	**First Net -** First Responder Reliable Relay Link **Phone Home –** Inter-operative and inexpensive hand-held radios	**Tunnel Detect** – Ability to **detect,** identify, and confirm illegal and clandestine underground border structures and activities	**Document Validator** –High proficiency scanner that can identity fraudulent docs Leverage USSS system **Biometric Detector** – High proficiency small biometric scanner	**Wide Area Surveillance/ Change Detection for Critical Infrastructure** **Resilient Tunnel**– Tunnel Protection/Blast Mitigation

Homeland Innovative Prototypical Solutions
Counter-MANPADS/Persistent Surveillance

Project Chloe

65K Feet

Counter-MANPADS Functions

1. **MWS Detect & Declare**
2. **Slew & Hand-off**
3. **Track**
4. **Jam**

Border & Critical Infrastructure Surveillance

Engagement Time:
3-10 Seconds

Maritime Surveillance & Interdiction

MANPADS

Unmanned Aircraft Systems (UASs)

- **High-Altitude Stand-Off Counter-MANPADS**
- **High Altitude – Wide-Area Coverage**
- **Long Endurance – Persistent Surveillance**
- **Large Payload – Multi-Sensor**

Operational Characteristics

- Real-time sensor fusion/dissemination
- Multi-user / border surveillance requirements
- Commercial Aircraft MANPADS protection
- Automatic target detection/recognition
- Persistence (24/7, all-weather coverage)

Homeland Security

High Impact Technology Solutions
Technologies for Suicide Bomber Defeat & Blast Mitigation

Suicide Bomber & Device Detection

Explosive Device Deactivation

Blast Mitigation

Reactive & Shaping Walls

High Impact Technology Solutions
Critical Infrastructure Change Detection

Explore Methods to Monitor Critical Infrastructure

Large and Remote Locations

Densely Populated Urban Environments

Homeland Security

Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Pre-emptive mapping of weak levees

Pre-Flood Deployment of Protective And Rapid Repair Supplies to Problem Locations

Drop-in structures lofted by aircraft

Float-in structure guided by cables

Explosively Emplaced Support Structures

Roll-out protective coverings such as articulated concrete mats

Homeland Security

Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Click to Play Video

Homeland Security

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DHS SBIR Program

- Increases participation of innovative and creative small businesses in Federal research and development programs

- Challenges small businesses to bring innovative homeland security solutions to reality

- Focuses on near-term commercialization and delivery of operational prototypes

- Over 324 contracts awarded

- Funded by S&T Directorate and DNDO

- Implemented Cost Match to motivate commercialization

Visit www.dhssbir.com (soon to be .gov)

Sample #1

Resistive pseudo-random pattern

16"x16"x16" Cardboard

Homeland Security

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DHS SBIR/STTR Phase I

No. of Submissions vs. Awards per State (Nov. 04 - Jan. 06)

WA 35/10
MT 6/0
ND 1/0
MN 20/5
VT 4/0
NH 13/4
ME 4/0
OR 8/2
ID 4/0
WY 2/0
SD 0/0
WI 9/3
MI 36/6
NY 56/16
MA 131/22
RI 9/2
CT 19/3
NV 13/1
UT 16/5
CO 31/6
NE 2/1
IA 3/0
IL 22/2
IN 16/2
OH 25/1
PA 39/5
WV 3/1
NJ 41/2
DE 5/0
DC 3/0
MD 67/12
VA 112/16
CA 260/58
KS 3/0
MO 10/1
KY 3/0
NC 17/2
AZ 26/6
NM 19/6
OK 8/2
AR 3/0
TN 12/1
SC 6/1
GA 19/1
MS 2/0
AL 24/6
TX 82/15
LA 16/1
AK 0/0
FL 51/5
PR 1/0
HI 3/0

Total Phase I Submissions/Awards 1,320/232

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DHS SBIR 7.1 S&T Topics

- H-SB07.1-001   Trace Explosives Particle and Vapor Sample Collection

- H-SB07.1-002   Subterranean Response and Evacuation

- H-SB07.1-003   Secure Wrap

- H-SB07.1-004   Mobile Biometrics Screening

- H-SB07.1-005   Responder Wireless Physiological Monitoring Device

- H-SB07.1-006   Enhanced Project "Safe-Cracker"

- H-SB07.1-007   Improved Chemiresistor Sensing Arrays for Detection of Small Molecules Gases

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DHS SBIR 7.1 DNDO Topics

- H-SB07.1-008   Source Surveillance
- H-SB07.1-009   Improved Solid-State Neutron Detection Devices
- H-SB07.1-0010   Development of High Reliability Occupancy Sensors

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Key Dates for 7.1 & 7.2 DHS SBIR Solicitation

07.1 Pre-solicitation Posted: April 4, 2007

Proposals Accepted: April 20, 2007 – June 5, 2007

Contracts Award: August 2007 (est.)

07.2 Pre-solicitation Posted: June 11, 2007 (est.)

Proposals Accepted: June 26, 2007 - Aug 12, 2007 (est.)

Contracts Awarded: November 2007 (est.)

January	February	March
April	May	June
July	August	September
October	November	December

Key Dates for FY 08 DHS SBIR Solicitation

- 08.1 Develop Topics   June 25, 2007

- Topics accepted/solicitation ready   July 1, 2007

- Solicitation sent to OPO   July 15, 2007

- 08.1 Pre-solicitation posted   Sept 1, 2007

- Contracts accepted   Sept 15 – Oct 30 (est.)

- 2 more solicitations in FY 08 in the Jan-Feb 08 and May-Jun 08 timeframe

Homeland Security

DHS SBIR Program Contacts

- DHS SBIR Program
  - Director, Vinny Schaper
  - 202-254-6119
- S&T SBIR Program
  - Program Manager, Lisa Sobolewski
  - 202-254-6768
- DNDO SBIR Program
  - Program Manager, Anu Bowman
  - 202-254-7474

Homeland
Security

New Broad Agency Announcements

Released May 1

- IED and Vehicle-Borne Explosive Device Defeat

- First Responder Reliable Link (First NET)

- Document validator

- Biometric detector

- Home Made Explosives Detection System Development

- Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit www.FedBizOpps.gov and www.hsarpabaa.com

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The SAFETY Act …

- For anti-terrorism technologies and services
- Provides legal liability protections for Qualified Anti-Terrorism Technologies (QATTs)
- Encourages development and deployment of new and innovative anti-terrorism products and services
- Applies only to <u>Acts of Terrorism</u>

What is Eligible for SAFETY Act Protection?

- Products
- Services
- Software and other forms of intellectual property

…that qualify as Anti-Terrorism Technologies

Homeland Security

S&T Stakeholders Conference

Back-Up slides

Levels of SAFETY Act Protection

- Developmental Testing & Evaluation Designation (DTED)
  - *Has potential*
- Designation (D)
  - *Developmental testing*
- Certification (D&C)
  - *Operational Performance*

Applications by Threat Area

The Final Rule

- *Emphasizes integration* of SAFETY Act considerations in government procurements

- *Eliminates duplicative* government technical evaluations

- *Decreases DHS' processing* times

- *Expands geographic scope* of SAFETY Act protections to some technologies deployed overseas

- *Includes a new category:* Development Testing & Evaluation Designation (DTED)

- *Strengthens confidentiality* protections

High Impact Technology Solutions
Cell-All Ubiquitous Chem/Bio Detect

High Impact Technology Solutions
Resilient Tunnel

Prevent Flooding of Subway Tunnels From IED Bomber

Maximize lives saved – provide time to evacuate

Metro station

Recent advances in inflatable structure technology:
- Stronger Materials
- Rapid Inflation
- Lower Cost than Flood Gates
- Sustainable

Homeland Security

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High Innovative Prototype Solutions
Improvised Explosive Devices Defeat

Masonry Walls

Explosive Resistant Coating

Uncoated Steel → **ERC Coated Steel**

Thickness variable as a function of distance and threat requirements.

Reactive & Shaping Walls
APE Project

- *Puffers* for explosives trace material detection on people, bags/parcels, and vehicles
- Walk-through/whole-body imaging (e.g., backscatter)
- Advanced Protection Explosive (APE): cancellation methods for explosive shock waves
- Drive-through imaging technology (x-ray, neutron of materials only)

Active Armor

Predict, Detect, Defeat and Destroy IED/VBIED at range (100 yards) to change the calculus of the bomber versus the defender

Homeland Security

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Plan for FY 08 SBIR

Utilize Capstone High Priority Technology Areas as SBIR Topic Areas

- The selected IPT identifies the need
    - S&T develops the topic
    - SBIR Program publishes the topic
    - S&T author develops the team of evaluators
    - SBIR pays for Phases I & II….total $850,000 – $1 million
    - Acquisition or S&T pay for follow-up R&D or install
- Supplement HIPs and HITs

DHS SBIR Funding
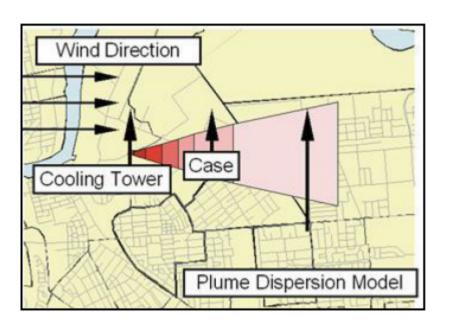
- FY 2007……………………………………………~$25M
  - S&T SBIR……………………~$18M
  - DNDO SBIR………………….~$7M

- Estimates

- FY 2008……………………………………………….~$21M
  - S&T SBIR……………………~13.5M
  - DNDO………………………~7.5M

High Impact Technology Solutions
Real Time Bio Detect

Systems to detect biological agents in less than 60 seconds, and then provide RF information transfer to various centers for decision making and corrective action.

VS

Detection via cell culture

Doing Business with DHS S&T *cont'd*

Additional Open BAAs

- Tunnel Detection Technologies – allows rapid detection of tunnels

- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers

- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and their credentials and belongings

- CHLOE - High Altitude Endurance Unmanned Aerial System-Based Counter-MANPADS Technology Assessment

Visit www.FedBizOpps.gov and www.hsarpabaa.com

Open SBIR Solicitation

- Seven technical topic areas aligned with S&T divisions

For SBIR opportunities, visit www.sbir.dhs.gov

Doing Business with DHS S&T

New BAAs – Released May 1

- IED and Vehicle-Borne Explosive Device Defeat
- First Responder Reliable Link (First NET)
- Document validator
- Biometric detector
- Home Made Explosives Detection System Development
- Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit www.FedBizOpps.gov

and www.hsarpabaa.com

Homeland Security

BAE Systems
Customer Solutions Operating Group

**Small Business Programs
Diane G. Dempsey
Director – Small Business Relations
NDIA Small Business Conference
May 16, 2006**

What We Do

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Enterprise IT Solutions
Leading provider of IT technology, infrastructure services, and applications that enable and facilitate mission performance through direct support to operations

Information Sharing & Mission Analysis Solutions
Principal provider of enterprise architecture, networking technology, collaborative applications and security solutions to enable information sharing, analysis and production across diverse business domains

Sub-systems Integration and Operations & Maintenance Solutions
Leading provider of systems design, engineering, integration, and testing services and operation and maintenance of ranges, bases, facilities and mission support

Systems Engineering and Technical Assistance
One of DoD's largest providers of SETA tailored, integrated service solutions

Ship Repair Services
America's leading non-nuclear ship repair, modernization and conversion company

Customer Solutions Business Units

- BAE Systems Information Technology
  - A full service solutions provider of information technology systems and services, offering a broad spectrum of networked and managed IT operations

- BAE Systems Technology Solutions & Services
  - Provider of tailored, integrated technical and professional services for the U.S. DoD, Federal Civilian government, and Homeland Security markets

- BAE Systems Ship Repair
  - The leading non-nuclear ship repair, modernization, and conversion company focused on dry dock and ship repair services for the U.S. Navy, other defense agencies, and commercial customers

Customer Solutions Locations

BAE Systems Information Technology

**Headquartered in
McLean, Virginia USA**

- **4,200 Employees**
- **Locations in 30 States**

Capabilities

- **Managed IT & Network Operations**
  - **Enterprise Architecture**
  - **Information Assurance**
- **Mission Critical Applications**
- **Intelligence Analysis and Production**

Business Make-up

20%

43%

37%

- **Intelligence Agencies**
- **Federal Agencies**
- **Defense & Military**

BAE Systems IT Procurement Categories

- **Information Technology**:
  - Hardware - networking & workstations
  - Software – cots
  - Hardware maintenance services
  - Computer rental services,
  - Telecommunication equipment & services.

- **Services**:
  - IT consultants/subcontractors
  - Project management,
  - Management consultants,
  - Staff augmentation,
  - Relocations services & training.

- Security Clearances required in most cases

BAE-IT Service Offerings

- Recognized provider of management IT operations and business solutions for Managed Network Operations:

  - Mission specific applications and operations;

  - Enterprise Architecture and Investment Management;

  - Information Delivery;

  - Information Security Services and Solutions.

Department of Homeland Security - DHS

DHS Eagle Contract

BAE Systems is a Prime Contractor for two functional areas:

Functional Category 4 – Software Development
Provides for any and all phases of software design and development including deployment to ensure DHS applications and databases will enable their users to meet their mission goals and objectives. These efforts can include the full range of software design, development, implementation and integration, including, but not limited to, concept development, planning, requirements definition and analysis, systems design and development, coding and testing, production, deployment, implementation, integration, and software application maintenance.

Functional Category 5 – Management Support Services
Provides for the full range of business and technical management services that assist in the development, implementation, and continuous improvement of policies, procedures, guidelines, and directives. These services encompass all areas of IT policy and planning including, but not limited to, enterprise architecture, security, training, enterprise resource management, business process reengineering, IT transformation and strategy, organizational change leadership, and enterprise and program management office support.

In addition to these two areas, BAE systems can provide technical expertise and experience in each of the three other EAGLE Functional Categories:

– (1) Infrastructure Engineering Design, Development, Implementation, and Integration
– (2) Operations and Maintenance
– (3) Independent Test, Validation, Verification, and Evaluation

DHS Trusted Forum

- The DHS Trusted Forum was developed to nurture a group of qualified small businesses of varying categories that are focused on DHS procurement opportunities. By limiting membership The Trusted Forum offers multiple benefits to its participants:

  - Exchange of information
  - Deeper understanding of customer requirements
  - In-depth discussion of upcoming opportunities
  - Development of trust
  - Nurtures strategic alliances with other small businesses on other business business opportunities
  - Requires active participation in meetings

BAE Systems Technology Solutions & Services

**Headquartered in
Rockville, Maryland USA**

- 7,000 Employees
- 40 Major Locations

Capabilities

- Systems Engineering and Technical Assistance (SETA)
- Subsystem Integration
- Operations and Maintenance

Business Make-up

4%   8%

88%

- ■ **Defense & Military**
- ■ **Federal**
- ■ **Other**

TSS Major Customers/Programs

- **Strategic Weapons Systems (SSP)**
  - **US & UK TRIDENT**
  - **SSGN**
- **Naval Undersea Warfare Center – Systems Engineering Support and Depot Operations**
- **PEO (Submarines) – New Attack Submarine Program**
- **NSWC Carderock – Large Scale Vehicle (LSV) Operation Test and Support**
- **FAA Engineering and Technical services**
- **Navy Real-Time Weapons Software**
- **Army Communications (CECOM)**

TSS Major Customers/Programs

- Operate Range and Test Facilities

- Range Instrumentation Radars

- Strategic Defense Facilities

- A-76 Outsourcing

- Naval Ordnance Magazines

- Telecommunications O&M

- Transportation and Logistics Support

TSS Major Customers/Programs

- Navy Shipboard Communications Systems

- Special Purpose Communications

- Electronic Shelter Design and Integration

- Physical and Electronic Security Systems

- Military Air Traffic Control (ATC) and Identification Systems

TSS Major Customers/Programs

- AEGIS Program
- Design and Integration of Shipboard Combat Systems (Tomahawk Weapon System, Standard Missile, NATO Seasparrow)
- Major acquisition program management support
- USMC Ground Combat Weapons (C4I)
- Littoral Combat Ship
- NSWC Dahlgren

TSS Major Customers/Programs

- Army Space and Missile Defense

- NASA Marshall Engineering Services and Scientific Research

- Outsourcing/Consulting (Cost Analysis, Activity Based Costing, Competitive Sourcing)

TSS Major Customers/Programs

- Operating Contractor for Holston Army Ammunition Plant

- Explosive, Propellant and Ordinance manufacture

TSS Subcontracting Opportunities

- Civil Engineering
- Housing Maintenance
- Warehouse Operations
- Storage, property control
- IT Equipment
- IT Services
- Engineering Services
- Office Supplies & Equipment
- Consulting Services

BAE Systems Ship Repair Major Customers/Programs

- **Navy Ship Maintenance**
  - **Selected Restricted Availability (SRA)**
  - **Post Shakedown Availability (PSA)**
  - **Planned Maintenance Availability (PMA)**
  - **Multi-Ship Multi-Option (MSMO)**
- **DDG Programs**
  - **MSMO**
  - **PSA**
- **Amphibious Vessel Programs**
  - **LSD phase maintenance**
  - **LPD phase maintenance and MSMO**
- **LHA/LHD Programs**
- **Hawaii Programs**
  - **Hawaii Surface Ship IDIQ**
  - **Pearl Harbor Naval Shipyard Support IDIQ**
- **Other Programs**
  - **Military Sealift Command**
  - **Commercial**
  - **Aircraft Carriers**
- **Corrosion Control for U.S. Navy and Commercial Vessels**

Ship Repair Subcontracting Opportunities

- BAE Systems Maritime Engineering and Services:

  paint,

  solvent,

  brushes,

  rollers,

  tyvek suits,

  tape,

  printing,

  calibration of test equipment,

  TMA containments,

  shop clothing

  rigging

  crane Parts

  lumber

  power & transmission items such as bearings

BAE Customer Solutions Small Business Webpage

The BAE Customer Solutions website is web enabled and created to provide information to the small business community regarding the Customer Solutions Small Business Program.

- **Events Calendar – Listing of major events attendance scheduled allowing small businesses to meet staff members.**

- **Mentor Protégé Program – Requirements, current protégés, Nunn Perry Award Winner, etc.**

- **Points of Contact – SBLO Listing, telephone & e-mail addresses with BAE/US Government Agencies.**

- **Expectations – What BAE Systems typically seeks in a small business subcontractor**

- **Supplier Profile - Ability to upload corporate data that will be available to BAE acquisition teams.**

Supplier Profiles may be queried 24/7 by BAE Systems Acquisition Teams.

http://www.baesystems.com/Businesses/CustomerSolutions/SmallBusiness/

Small Business Programs Representatives

BAE Systems - Customer Solutions Operating Group Points of Contact:

Director of Small Business Programs – Diane Dempsey 703 563 7991

diane.dempsey@baesystems.com

- **Information Technology – Herndon, VA**

  Bill Mitchell – Director of Procurement – <u>Business Unit SBLO</u>, william.mitchell@baesystems.com

- **Technology Solutions & Services – Rockville, MD**

  Fran Galloway, Purchasing Manager – <u>Business Unit SBLO</u> frances.a.galloway@baesystems.com

  - **Systems Engineering Solutions, Huntsville, AL, - Tim Henke, Tim.henke@baesystems.com**

  - **Integrated Technical Solutions, California, MD – Charles Stambaugh, charles.stambaugh@baesystems.com**

  - **Integrated Technical Solutions, Ft. Walton Beach, FL – Greg Shillings, greg.shillings@baesystems.com**

- **Ship Repair – Norfolk, VA – Brad Moyer – <u>Business Unit SBLO</u>**

  Brad Moyer, brad.moyer@baesystems.com

Defense Critical Infrastructure Program

NDIA
National Small Business Conference
May 15-17, 2007

Antwane V. Johnson

Deputy Director, DCIP (Enterprise Architecture)
Office of the Assistant Secretary of Defense for
Homeland Defense & Americas' Security Affairs

"Possibly the single most transforming thing in our forces will not be a weapons system, but a set of interconnections and a substantially enhanced capability because of that awareness."

SECRETARY OF DEFENSE
DONALD RUMSFELD
AUGUST 9, 2001

Homeland Security vs. Homeland Defense

HOMELAND SECURITY (HLS): A concerted national effort to prevent terrorist attacks within the U.S., reduce America's vulnerability to terrorism, and minimize the damage and recover from attacks that do occur. (*from National Strategy for Homeland Security, The White House, 16 July 2002*)

HOMELAND DEFENSE (HD): The protection of U.S. sovereignty, territory, domestic population, and *critical defense infrastructure* against external threats and aggression. (*DoD Directive 5111.13, draft*)

DCIP Program-Wide Mission-Vision-Goals

Mission:

Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

Vision:

Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

Goals:

- Policy and Program Guidance
- Strategic Partnerships & Enabling Technologies
- Plans, Programs and Capabilities Integrated and Implemented At All Levels
- Resourcing At All Levels
- Education and Outreach

DoD CIP Organizational Framework

U.S. Department of Homeland Security

Secretary of Defense

USD(Policy)

- Governance Council
- Critical Infrastructure Protection Integration Staff (CIPIS)
- Defense Infrastructure Sector Council (DISC)

ASD(HD&ASA)
Director, CIP
CIP Oversight & Resource Advocate

MILITARY DEPARTMENTS

JOINT STAFF

- Operations Advisory Board (OAB)

DEFENSE SECTORS, LEAD AGENCIES & PRINCIPAL STAFF ASSISTANTS

Sector	Lead Agency	PSA
Transportation	USTRANSCOM	USD(AT&L)
Public Works	USACE	USD(AT&L)
Logistics	DLA	USD(AT&L)
DIB	DCMA	USD(AT&L)
Financial Services	DFAS	USD(C)
Health Affairs	ASD(HA)	USD(P&R)
Personnel	DHRA	USD(P&R)
GIG/C2	DISA	ASD(NII)
ISR	DIA	USD(I)
Space	USSTRATCOM	ASD(ISP)

SERVICES/NGB
Army USMC Navy USAF NGB

USCG

Defense Agencies

Defense Field Activities

COMBATANT COMMANDS
CENTCOM EUCOM JFCOM NORTHCOM PACOM
SOCOM SOUTHCOM STRATCOM TRANSCOM

5

Defense Critical Infrastructure Program Core Activities

Risk Assessment

- Criticality
- Vulnerability
- Threats & Hazards

Risk Management

- Remediation
- Mitigation
- Reconstitution

DCIP "LEAD"

DCIP "SUPPORT"

DCIP "ENABLE"

Risk Assessment: A systematic examination of risk, using disciplined processes, methods, and tools. It provides an environment for decision making to continuously evaluate and prioritize risks and recommend strategies to remediate or mitigate those risks. (from DoDD 3020.40)

Risk Management: A process by which decision makers accept, reduce, or offset risk. (from DoDD 3020.40)

Homeland Security Presidential Directive (HSDP)-7

- Enhance the protection of our Nation's critical infrastructure and key resources against terrorist attacks

- Identify, prioritize and coordinate the protection of critical infrastructure and key resources in order to prevent, deter and mitigate the effects of deliberate efforts to destroy, incapacitate or exploit them.

- Work closely with State and local governments **and the private sector**.

NATIONAL CI/KR SECTORS

Department of Agriculture
- Agriculture, food (meat, poultry, egg products)

Department of Health and Human Services
- Public Health and healthcare
- Food (other than meat, poultry, egg products)

Environmental Protection Agency
- Drinking water and wastewater treatment systems

Department of Energy
- Energy, including the production, refining, storage, and distribution of oil and gas, and electric power (except for commercial nuclear power facilities)

Department of the Treasury
- Banking and Finance

Department of the Interior
- National monuments and icons

Department of Defense
- Defense Industrial Base

Department of Homeland Security
- Chemical
- Commercial facilities
- Dams
- Emergency services
- Commercial nuclear reactors, materials, and waste
- Information Technology
- Telecommunications
- Postal and shipping
- Transportation systems
- Government facilities

The Defense Industrial Base

- The Defense Industrial Base (DIB) is the DoD, government, and private-sector worldwide industrial complex with capabilities to perform research and development, design, produce, and maintain military weapon systems, subsystems, components, or parts to meet military requirements.

- Because the DIB is inherent to and integrated with the infrastructure vital to the DoD execution of the National Military Strategy, the Defense Critical Infrastructure Program (DCIP) includes DoD efforts to identify, prioritize and coordinate the protection of critical DIB assets.

Office of Small Business Programs

The Department of Defense (DoD) Pilot Mentor-Protégé Program seeks to encourage major DoD prime contractors (mentors) to develop the technical and business capabilities of small disadvantaged businesses (SDBs) and other eligible protégés. www.acq.osd.mil/osbp/mentor_protege

The Department of Defense (DoD) SBIR and STTR programs fund $900 million each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications. www.acq.osd.mil/osbp/sbir/index.htm

- The Indian Incentive Program (IIP) is a congressionally sponsored program that provides a 5 percent rebate, on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization, back to the prime contractor in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts to the above mentioned entities, the IIP fulfills its purpose as an economic multiplier for Native American communities. DoD prime contractors, regardless of size of contract, that contain the above referenced clause(s) are eligible for incentive payments. www.acq.osd.mil/osbp/programs/iip/index.htm

Note: DoD prime contractors with a contract of $500,000.00 or more, that contain the above referenced clause(s), are eligible for incentive payments.

Office of Small Business Programs

The DoD Women-Owned Small Business (WOSB) Program highlights the DoD efforts to achieve the 5 percent goal for prime and subcontract awards to small business concerns owned and controlled by women.
www.acq.osd.mil/osbp/programs/wosb/index.htm

– *The program objectives are:*

- *To facilitate, preserve, and strengthen full participation for WOSB concerns in the DoD acquisition programs for goods and services.*
- *Through programs and activities, including outreach and technical assistance, support the growth of women-owned small business concerns.*

The DoD Comprehensive Subcontracting Plan Test Program authorizes the negotiation, administration, and reporting of subcontracting plans on a plant, division, or company-wide basis as appropriate. The purpose of the test is to determine whether comprehensive subcontracting plans will result in increased subcontracting opportunities for Small Business while reducing the administrative burdens on contractors.
www.acq.osd.mil/osbp/programs/csp/index.htm

Office of Small Business Programs

The DoD Regional Councils for Small Business Education and Advocacy are a nationwide network of small business specialists organized to promote the National Small Business Programs of the United States. www.acq.osd.mil/osbp/programs/regional/index.htm

The DoD has undertaken an aggressive outreach effort to identify small business concerns that are owned and controlled by veterans and service-disabled veterans. The purpose of the DoD outreach effort is to improve prime and subcontracting opportunities for veteran and service-disabled veteran-owned small business concerns.

www.acq.osd.mil/osbp/programs/veterans/index.htm

The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone (Historically Underutilized Business Zone) certification in part by employing staff who live in a HUBZone. http://www.sba.gov/hubzone/

Office of Small Business Programs

The Department of Defense has entered into agreements with Historically Black Colleges and Universities (HBCUs), Hispanic Serving Institutions (HSIs), Tribal Colleges and Universities (TCUs), and other minority institutions of higher education.

DoD Prime and Subcontract Awards to Small Businesses

Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.

*Includes only reportable subcontracts

SBIR & STTR BUDGETS HAVE GROWN

Increasing RDT&E appropriations have driven strong SBIR and STTR budget growth.

AT&L GOALS

TOPIC TECHNOLOGY AREAS:
Focus of SBIR Investments

Source: SBIR & STTR solicitations, FY02-FY06

CONCENTRATION OF EFFORT

Knowledge Display & Aggregation System (KDAS)

Data Sources

GOVERNMENT AGENCIES

Department of Defense

GIS & RSI Source Agencies

Federal Agencies & Commissions

Cabinet Departments

Law Enforcement Agencies

Intelligence Agencies

PRIVATE INDUSTRY

ESRI

(RDI

NAVTEQ

GDT
GEOGRAPHIC
DATA TECHNOLOGY

American Hospital
Association

MAPSearch

esa

Burns
&
McDonnell

Acquiring data

Various methods of data acquisition
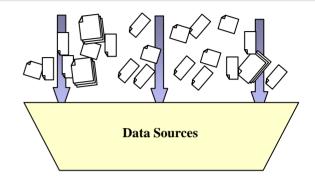
- **Government**
  - Direct data exchanges/partnerships
    - NGA, USGS, IVT, DISDI
  - Omnibus federal use license (NGA)
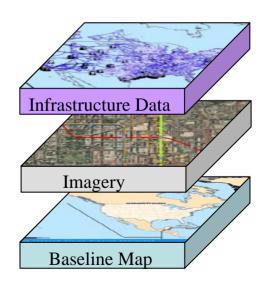   - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

- **Commercial/Industry**
  - Purchase existing data sets
    - Telcordia
  - MOU's/ Non-disclosure agreements
  - Contract to build new data sets

- **Coordination activities**
  - HIFLD – Homeland Infrastructure Foundation Level Database
    - Federal, state and local government participation
    - Commercial/Industry participation
  - DISDI – Defense Installation Spatial Data Infrastructure
    - Standardize installation data for all services
  - HSIP – Homeland Security Infrastructure Program
    - Joint effort with USGS and NGA
  - NADB-National Asset Database Working Group

Data Sources

Infrastructure Data

Imagery

Baseline Map

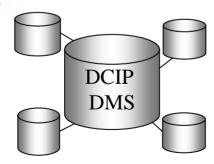# Data Management and Analysis

Data Verification, Management, and Analysis
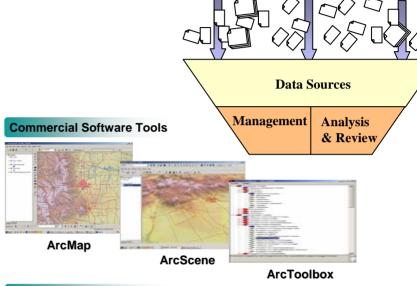
Data Review and Verification

- *Data alone does not produce a quality DCIP product. It needs evaluation for quality/accuracy.*

- *Infrastructure experts integrate and evaluate multiple data sources using various tools to produce DCIP products.*
    - **Criticality**
    - **Dependencies**
    - **Single Points of Failure**

Data Management and Organization

ArcCatalog

DCIP DMS

ArcSDE
Advanced Spatial Data Server

Data Sources

| Management | Analysis & Review |

Commercial Software Tools

ArcMap

ArcScene

ArcToolbox

Custom Software Tools

Telecommunications   **Electric Power**   **Road & Rail**

Petroleum   **Natural Gas**   **Water**
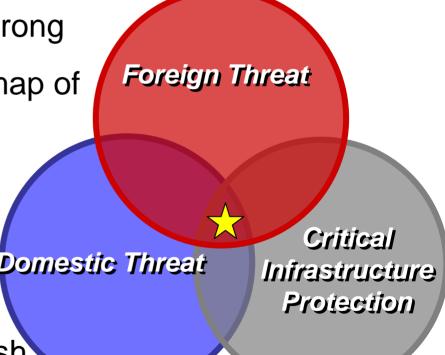
Why HIFLD Started

- Needed to fuse, analyze and visualize information – everything has a location

- Maps for decision makers were wrong

- PowerPoint Clip Art was default map of U.S.

- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
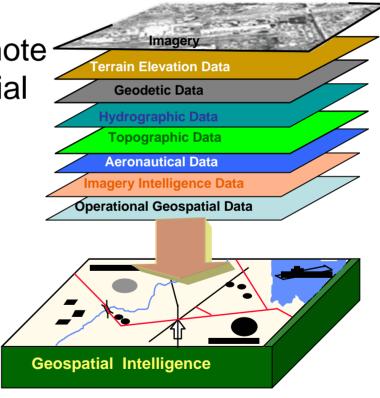
- Needed partnerships to accomplish

Foreign Threat

Domestic Threat

Critical Infrastructure Protection

HIFLD Objective

- Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information

  - **Gathering**
  - **Sharing**
  - **Protection**
  - **Visualization**
  - **Knowledge management**

Imagery

Terrain Elevation Data

Geodetic Data

Hydrographic Data

Topographic Data

Aeronautical Data

Imagery Intelligence Data

Operational Geospatial Data

Geospatial Intelligence

Visit the HIFLD Website

- **MUST be a Federal government member or be sponsored by one**

- **Access can be requested via non-passworded website (http://hifldwg.org)**

  - **"How to Join" link at top of page**

  - **Web-based access request template**

  - **If not a Federal government member, you will be prompted to provide contact info for your Federal government sponsor**

- **HIFLD Website Content:**

  - **Information and on-line registration for upcoming WG meetings**

  - **Agendas, attendee lists, briefings, and minutes from previous meetings**

  - **Searchable library of HIFLD and homeland infrastructure-related documents**

  - **Roster and contact info for all HIFLD WG members**

  - **Federal geospatial data guidance**

  - **On-line HSIP Gold data request form**

HIFLD
Homeland Infrastructure Foundation Level Database Working Group

home | about us | library | roster | calendar | acronyms | organizations | password | log out | admin

Welcome Jeffrey C. Wiser!

▶ News

▶ Next HIFLD Meeting

HSIP Gold Available for Distribution
NGA has compiled their first annual HSIP Gold data release, which is now available for distribution.* You may request a copy of the HSIP Gold Data by submitting the following on-line data request form:

HSIP Gold Data Request Form

*For more information on HSIP Gold, what it contains, and its format, please download the HSIP GOLD Production Status Brief, which was presented at the June 05 HIFLD session.

Date added: 10-04-2005

Meeting Follow Up
The last HIFLD Working Group meeting was held on 18-19 October in Dahlgren, VA. The focus sector for this meeting was Postal & Shipping Sectors and Defense Logistics. Meeting minutes will be posted soon.

- Agenda (Word)   • Attendee List (Excel)
- Briefings

Date added: 10-20-2005

When:
7-8 February 2006
(Tues-Wed)

Where:
USGS HQ Auditorium, Reston, VA

Focus Sectors:
Financial Services / Food & Agriculture

Registration:
Please register here if you plan to attend.

Logistics:
Interactive Map
Map, Directions and Hotel

Security:
Meeting will be at UNCLAS-FOUO level. There will be no need to pass clearances.

Contact Information

Antwane V. Johnson

Deputy Director, DCIP (Enterprise Architecture)

1235 S. Clark Street, Suite 1540

Arlington, VA. 22203

(703) 602-5730 x147 (office)

(703) 602-5725 (fax)

Antwane.Johnson@osd.mil

4TH Annual National Small Business Conference

Houston, TX

"Critical Infrastructure Opportunities"

Jaye Lampert

Small Business Liaison Officer

317-230-5730

Jaye.lampert@rolls-royce.com

Rolls-Royce

For all the people who depend on our engines…

AE 3007

AE 2100

Citation X

SAAB 2000

ERJ-145

ERJ-135

Rolls-Royce

What comes to mind when you hear the words

Rolls-Royce?

Rolls-Royce

So…..

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

Rolls-Royce

MAY 2007

What is Rolls-Royce looking for from suppliers?

- QUALITY

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY

Rolls-Royce

OUR PURCHASING DECISIONS ARE DRIVEN BY …...

Rolls-Royce

OUR PURCHASING DECISIONS ARE DRIVEN BY …...
QUALITY

Rolls-Royce

REMEMBER, THERE ARE TWO PARTS TO THE SALE….

Customer

and

Supplier

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

Rolls-Royce

MAY 2007

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World

- We are looking for AS9100 and NADCAP for manufacturing companies

Rolls-Royce

WHAT ABOUT THE SUPPLIER??

Rolls-Royce

- Understand *your* business strategy

Rolls-Royce

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

Rolls-Royce

MAY 2007

- Understand *your* business strategy

    - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

Rolls-Royce

MAY 2007

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

Rolls-Royce

MAY 2007

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

  - Can you clearly state who your best audience is within the organization?

Rolls-Royce

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

  - Can you clearly state who your best audience is within the organization?

  - Target audience?

Rolls-Royce

OTHER TIPS

Rolls-Royce

- Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can't.

- Do not sign up for anything that falls outside your scope of business.

- Don't be afraid to say NO!

Civil and Military Helicopters

Bell 407

Comanche

Bell Long Ranger

Model 250

T800

Rolls-Royce

What next?

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

Rolls-Royce

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

Rolls-Royce

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

- Follow up with other contacts within Rolls-Royce.

Rolls-Royce

MAY 2007

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

- Follow up with other contacts within Rolls-Royce.

- Keep up with the changing dynamics of Supply Chain Management.

Rolls-Royce

Rolls-Royce is looking for suppliers to support local as well as North American strategies.

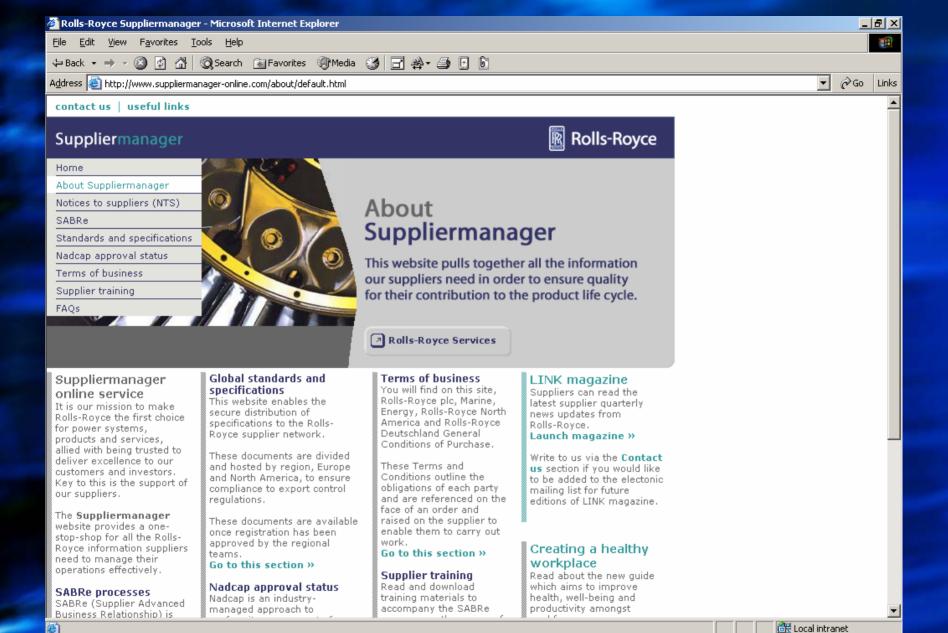If opportunities do not exist immediately, ask when Rolls-Royce may again go out to bid.

Rolls-Royce

Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.

Rolls-Royce

If you do get an opportunity to respond to an RFQ:

- Make sure you understand the requirements.

- Ask questions to clear up any confusion.

- Respond to each point on the RFQ.

- Engage the Buyer/Commodity Specialist and ensure you understand how pricing should be presented.

- Be specific. Do not leave anything to interpretation.

- If you decide to "No Bid" provide an explanation.

- Turn your response in on time.

Rolls-Royce

- Find out when the award decision will be made.

- If you are not awarded, ask for a detailed explanation.

- If you take issue with the explanation given by the buyer, contact the SBLO via e-mail at SupplierDiversity@Rolls-Royce.com.

- Ask about next steps.

  - SABRE Assessments

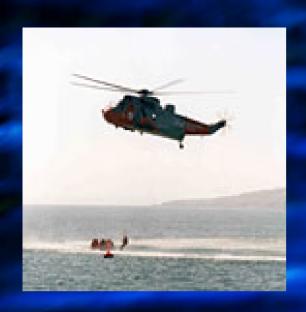 - Development plans

Rolls-Royce

Be Patient

QUALITY TAKES TIME
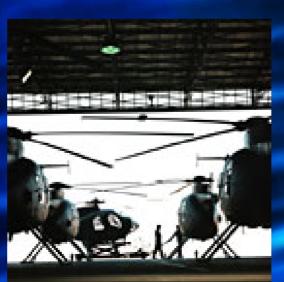
We spend a lot of time bringing on a new supplier.

We are looking to develop long term relationships with them.

Think of it as a partnership.

Rolls-Royce

MAY 2007

Email: SupplierDiversity@Rolls-Royce.com

Send all company information electronically to the above e-mail address. Please remove any color backgrounds from PowerPoint presentations. All literature will be added to our internal Supplier Diversity website.

Please do not send anything via US Mail unless requested to do so.

Rolls-Royce

MAY 2007

Jaye Lampert

Small Business Liaison Officer

2355 South Tibbs Ave, Speed Code N-16

Indianapolis, IN 46206-0420

317-230-5730

Rolls-Royce

Infrastructure/Geophysical Division Overview

NDIA Conference

Mike Matthews

Infrastructure/Geophysical Division

Department of Homeland Security

Science and Technology Directorate

May 2007

Homeland Security

Infrastructure/Geophysical Division

Mission Statement: Increase the Nation's preparedness for and response to natural and man-made threats through superior situational awareness, enhanced emergency responder capabilities, and critical infrastructure protection.

Key Deliverables:
- Decision tools for interdependency analysis of sectors
- Protective measures for critical infrastructure against multiple hits
- Advanced first responder technologies, such as
  - 3-D locator for person (i.e. firefighter) in building
  - Real-time system for stand-off measurement of structural stability
  - Advanced urban search and rescue breaching tool
- Next generation protective gear for first responders
- Unified Incident Command Decision Support for multiple jurisdictional response
- Interactive emergency response training and exercise system
- Unified blast tool for critical infrastructure
- Evacuation, surge capacity modeling
- Real-time decision support tools

Customers: Office of Infrastructure Protection, Preparedness, FEMA

End User: First responders, S/L/Fed emergency managers and Private Sector infrastructure owners and operators

Homeland Security

Infrastructure/Geophysical Division

Thrust Areas:

Programs:

Enabling Homeland Capabilities (EHC):

Critical Infrastructure Protection (CIP)

- Protective Technologies
- Modeling, Simulation, and Analysis
- Advanced Surveillance
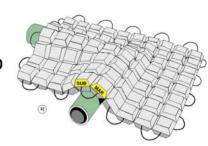- Rapid Response and Recovery

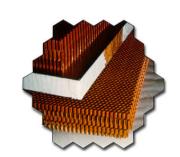Geophysical

- Southeast Region Research Initiative (SERRI)

Preparedness and Response (P&R)

- Incident Management Enterprise
- Integrated Modeling, Mapping and Simulation for Incident Planning and Response
- Personnel Monitoring and Tracking

Homeland Security

Protective (Risk Reduction) Technologies - EHC

- Enable owners and operators of the most vital critical infrastructure sites to implement affordable, reliable blast and projectile mitigation measures

- Improve Critical Infrastructures and Key Resources (CI/KR) capabilities to withstand blast and projectile threats

- Provide design and innovative construction methods to harden or increase resiliency of critical assets

- Provide innovative response technologies to prevent catastrophic losses

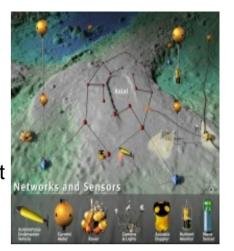| Current Programs:	Future Programs:
• Blast Analysis Tool for CI	• Advanced materials and blast mitigating design tools
	• Blast mitigating materials that can be retrofitted into existing CI (performer TBD)

Homeland Security

Modeling, Simulation and Analysis - EHC

Networks and Sensors

- Aid in understanding consequences of policy and investment options before enacting solutions

- Enable rapid examination of: interdependencies; trade-offs between risk reduction benefits and protective actions costs; the incorporation of threat information; vulnerability assessments; and disruption consequences

- Visualize analytically-based, quantitative changes in risk and readiness conditions as a function of resource investments

- Facilitate "what-if" scenarios and near real-time analysis of emerging threats

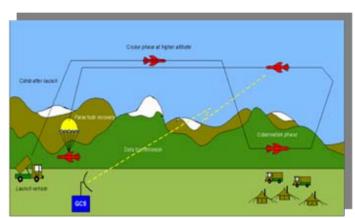| **Current Programs:**	**Future Programs:**
• Critical Infrastructure Protection Decision Support System	• Real-time database updating capability, using sensor and software technologies (performer TBD) • Real-time Decision Support System for Federal decision-makers

Homeland Security

5

Advanced Surveillance and Detection - EHC

- Examine other agencies' activities in advanced surveillance and detection

- Transition other agencies' GOTS and COTS for Critical Infrastructure Protection

- Integrate affordable, effective, chemical, biological, and explosives detection into Critical Infrastructure and key assets

- Facilitate testing environments for suites of advanced surveillance and detection technologies

Current Programs:	Future Programs:
• Examine other agencies' activities in advanced surveillance and detection	• Testing and Evaluation of Advanced Surveillance and Detection technologies in IP environments

Homeland Security

Rapid Response and Recovery - EHC

• Develop rapid response and recovery technologies for infrastructure assets, including underwater tunnels, levees, and dams

• Integrate technologies into testing environments

• Facilitate deployment of tested technologies – may include program to make technologies affordable, or for appropriate retrofit
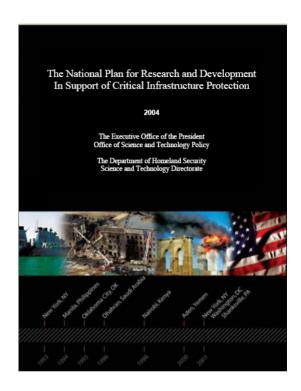
Current Programs:	Future Programs:
• Rapid Levee Repair	• Development of Tier 1 and 2 rapid response and recovery technologies

Homeland Security

National CIP R&D Plan - EHC

• DHS S&T is required to develop the annual Update to the NCIP R&D Plan in coordination with the OSTP by Homeland Security Presidential Directive – 7

• Providing the first and only National coordination program for Research and Development in Critical Infrastructure Protection

The National Plan for Research and Development
In Support of Critical Infrastructure Protection

2004

The Executive Office of the President
Office of Science and Technology Policy

The Department of Homeland Security
Science and Technology Directorate

Current Programs:	**Future Programs:**
• Currently getting the 2006 Update to the National CIP R&D Plan signed off by DHS and OSTP	• Development of updated plans and roadmaps for CIP Research and Development (performer TBD)

Homeland Security

Southeast Regional Research Initiative (SERRI)

Research Topics Areas

- Structural Water Management
  - Levees, Dams, Marshes, Spillways and Floodgates
- Natural Disaster Recovery
  - Innovative Debris Removal
  - Sustainable Reconstruction
  - Rapid Restoration of Services
- Building Regional Resilience
  - Mutual Aid Structures
  - Continuity of Operation Plans
  - Decision Maker Awareness Training
  - Business Cases for Regional Resilience

Research Partners

- Oak Ridge National Laboratories
- Mississippi State University
- University of Mississippi
- Southern Mississippi University
- Alcorn State University
- Jackson State University

Homeland Security

EHC: Integrated Modeling, Mapping, & Simulation

- Models of possible hazards from a wide range of natural and terrorist events (NRP)

- Predictive route mapping during mass evacuations or the post-event flow of emergency supplies

- Impact Analysis – Natural and Terrorist Events

Current Program:	**Future Program:**
• Modeling Pilot in NY	• Model and Simulation Based Disaster Planning

Homeland Security

EHC: Emergency Responder Technology

- Develop advanced protection technologies for first responders, emergency managers, and incident commanders

- Real-Time Tracking and Monitoring

- Situational Awareness for Incident Commanders

Current Program:	Future Program:
• Prototype 3D Locator Sensor for First Responders	• Responder Locator System • Physiological Monitoring System

Homeland Security

EHC: Incident Management Enterprise

- Situational awareness of incident activities for Incident Manager

- Unified Incident Management Common Operating Picture

- Incident Information and Resource Management

Current Program:	**Future Program:**
• Unified Incident Command and Decision Support (UICDS) • Simulation Based Training and Decision Analysis [Training Exercise & Lessons Learned (TELL)]	• Advanced Incident Management Enterprise System

Homeland Security

Critical Infrastructure Protection

High Impact Technical Solutions
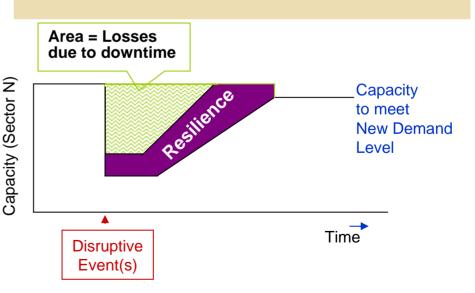
- Wide area surveillance and change detection for urban and remote locations

- Resilient Tunnel – ways to rapidly limit extent of damage in tunnel emergencies

Homeland Innovative Prototypical Solutions

- Resilient electric grid – prevent cascading effects of surge

- Levee evaluation, strengthening, and rapid repair

- Hurricane mitigation and storm surge defeat

Homeland Security

What We Need From You:

Critical Infrastructure Protection	**Incident Management**	**Natural Hazards**
• Real-time data collection • Advanced surveillance • Hardening technologies • Automatic response/repair • Rapid reconstruction • Strong economic and systems modeling • Insights for private industry technical directions • Critical infrastructure sector requirements	• Insight into internal R&D Programs • Systems in difficult environments • Plug&Play, interoperable, distributed modeling & simulation • Intelligent, easy to use, secure workflow IM engines • Innovative System integration framework/platform • Integrated First Responder protection systems	• Hurricane Mitigation • Storm surge defeat • Long-term solutions, sustainable • Early warning for all hazards • Affordable protection • Flood proofing – e.g. hospitals • New directions from basic research • Full spectrum of hazards

Homeland Security

SAIC's Small Business Program

May 16, 2007

Company Organization

SAIC's Philosophy – "Small Business is Good Business"

➢ Small Businesses provide tremendous value to our customers

➢ Small Businesses bring new ideas, innovations, capabilities and diversity to our customers and SAIC

➢ SAIC is committed to effectively working with and using Small Businesses

➢ Small business is good business and is important to SAIC's management

SAIC is Organized to Support Small Business

➤ A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors monitors overall performance of the Small Business Program

➤ SAIC's Small Business Program Office oversees the following:
  – Assist our small business partners in identifying and developing new business opportunities
  – Provide marketing and bid assistance
  – Monitor and manage compliance with small business participation plans
  – Conduct small business assessments
  – Measure and report performance

➤ Small Business Advocates are assigned to our line organizations

SAIC's Small Business Past Performance

SUBCONTRACTED AWARDS TO SMALL BUSINESSES

	GFY 2006	GFY 2005	GFY 2004	GFY 2003	GFY 2002
Small Business	$1,232.5M	$1,352.2M	$960.7M	$793M	$490M
Small Disadvantaged Business	$241.1M	$231.5M	$197.3M	$152M	$116M
Women-Owned Small Business	$238.7M	$236.5M	$179.9M	$130M	$77M
HUBZone Small Business	$56.8M	$39.5M	$24.1M	$16.7M	$6M
Veteran-Owned Small Business	$140.7M	$115.6M	$103.5M	$42M	$22.8M
Service Disabled Veteran-Owned Small Business	$51.4M	$36.0M	$49.5M	$3.64M	$5M
Historically Black Colleges/Universities	$3.1M	$2.7M	$427K	$332K	$195K

Working with large companies

"The only good is knowledge and the only evil is ignorance "– Socrates

➢ KNOW the business areas, needs and customer sets of the large business

➢ KNOW your audience – program manager, business development, contracts, etc.

➢ KNOW what opportunities are present at the customers you are targeting.

➢ KNOW what are your strengths unique to the prime and the opportunity

➢ KNOW the competitive landscape and your potential weaknesses

➢ Be specific about and opportunity

Avoid *"I contact"*

Teaming – What Does SAIC Look For

- Skills – What is it that you do best
  - Niche Technical and Functional Expertise
  - Employees with Certified/Desired Skills
  - Skills that complement SAIC's capabilities as a whole and on specific opportunities

- Past Performance
  - Subcontracting performance on related efforts
  - Prime contracting experience

- "Marketability" – Customer Knowledge
  - Customer Knowledge – Do you know them and the "real environment"? Do they know you?
  - Active Teaming = Good Teaming

- Type of Business – SB/SDB/WOB/HUBZone/SDVOB/VOB

- Strong Financial Capabilities – essential in exploring set-aside opportunities

Other Key Factors

➢ Hiring of cleared people – invest in obtaining/retaining clearances

➢ High profile projects will often include certification requirements – seek to obtain SEI-CMMI or ISO certifications.

➢ Enhance knowledge of federal acquisition environment
  – Understand the lifecycle of an acquisition
  – Understand the diversity of contracting vehicles
  – "Politics" – Budget process, personnel changes, *leverage*

➢ PERFORM, PERFORM, PERFORM

Federal Marketplace – What SAIC is pursuing

➢ Department of Defense Transformation
  - C3
  - Net-Centric warfare and battlespace awareness.
  - Force management, protection and deployment strategies
  - Logistics, supply chain and sustainment

➢ Intelligence
  - Interdependence among commands and agencies – convergence and sharing
  - Human intelligence and increased support "downrange"
  - Analysis, operations and support activities

➢ Homeland Defense
  - WMD Threats – Chemical, Biological Radiological, Nuclear (CBRN) assessments and countermeasures
  - Security – Physical and Information Security
  - The Homeland – First Responders, Border Protection/Inspection
  - Infrastructure Protection – Ports, Airports, Energy

- SAIC teams up front
  - Teaming discussions begin well in advance of an opportunity
  - Requires active marketing
  - Selectively add-on members post award

- Outreach really means "Reaching Out"
  - Attend Acquisition Industry Days
  - Trade Associations and Other Networking Events
  - Identify opportunities and organizations that mesh with your focus

The Homeland Security Mission
There Are Many Specialty Areas and Providers

Supporting First Responders

Defending Against Bio-Terrorism

Counterterrorism
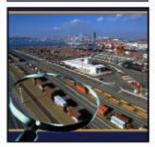
Securing America's Borders

Aviation and Transportation Security

Critical Infrastructure Protection
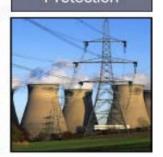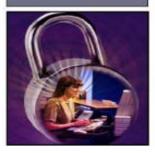
Cyber Security

Information Sharing

HLS-related eGovernment

➤ Web page – www.saic.com/sbp

➤ Babak Nouri

Email: nourib@saic.com

Phone: 703-676-7492

4th Annual NDIA National Small Business Conference

16 May 2007

Raytheon … Who We Are

We are …

- A Customer Focused Company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: $20.3 billion
- More than 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

- Be the most admired defense and aerospace systems supplier through world-class people and technology.

Working as One Company Focused on the Customer

Markets Align with Customer Priorities

- Homeland Security
  - **Knowledge-driven security**
- Missile Defense
  - **Enable any sensor, any shooter**
- Intelligence, Surveillance and Reconnaissance
  - **Enabling decision superiority**
- Precision Engagement
  - **Joint…speed…effects**

Raytheon Business Headquarters

Raytheon
Integrated Defense Systems

Space and Airborne Systems
El Segundo, CA

Integrated Defense Systems
Tewksbury, MA

Global Headquarters
Waltham, MA

Missile Systems
Tucson, AZ

Network Centric Systems
McKinney, TX

Intelligence and Information Systems
Garland, TX

Raytheon Technical Services Company LLC
Reston, VA

73,000 employees; 2006 Revenue: $20.3B

Integrated Defense Systems

Dan Smith
President
2004 Revenue: $3.5B
Employees: 12,000
HQ: Tewksbury, MA

National and Theater Security Programs

International

Naval

Homeland Defense

Industry-Leading Mission Systems Integrator

IDS Partnering …

Raytheon
Integrated Defense Systems

42% Small Businesses

600 Suppliers

66 Suppliers

168 Suppliers

DDG 1000 – $2.7B

ASP – [$100M - 500M]

Missile Defense System – $4.4B

428 Suppliers

100 Suppliers

361 Suppliers

SLAMRAAM – $152M

JLENS & RAID – $1.4B

Cobra Judy Replacement – $1B

Connected performance and solutions

Small Business Partnering as a Component to IDS Growth …

Raytheon
Integrated Defense Systems

5 Active/ 2 Planned

16 Active Engagements

Category	FY2004 Actual Dollars/Percent	FY2006 Actual Dollars/Percent	% Delta Over 2 Years Dollars/Percent
Small	$ 125.8M / 29.3%	$ 236.3M / 42.1%	+ 87.8% / +43.7%
Small Disadvantaged	$ 17.2M / 3.8%	$ 25.1M / 4.5%	+ 45.6% / +12.5%
Small Woman Owned	$ 19.7M / 4.6%	$ 28.7M / 5.1%	+ 45.7% / +10.9%

OA Small Business Team

Two Year Focus on Small Business = Results

Opportunity Focus Areas

- Partners Need to Be Carefully Selected…
  - Affordability
  - Capability
  - Sustainability
  - Political perspective
  - Cultural perspective
- Small Businesses
  - Critical technologies / Enhanced manufacturing and service support
  - Small Business Innovative Research, Small Business Technology Transfer Programs
- Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
  - Mentor Protégé and Supplier Development
- Outreach
  - Customer and Industry Conferences
  - Raytheon Supplier Diversity Web Site
    - Certification information required

Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

- RF System on a chip in silicon
- CBRN (chem., bio, radio, nuclear) sensing
- Decontamination technologies
- Low loss RF tunable components for phase shifting/filtering
- Efficient high density power conversion and regulation
- Fuel Cells
- Wide bandgap technologies
    - Substrate and Epitaxial material providers
    - Thermal Management/modeling techniques
- Radiation Hardened/ Tolerant Electronics
- Software acquisition/development
    - Migration technologies to enable Open Architecture
    - Translation of old codes to common UML or HTML
    - Cognitive Computing Knowledge Management Technologies

- Information Security
- First Responder (hardware/software)
    - Incident management, decision support systems
- IR and Optical technologies
    - Fiber, Multi-spectral Windows, Device
- Waveform Generation/ Polimetry/ Signal Processing technologies (Radar & Sonar)
- Low Cost Advanced Composite Structures
- Low Cost Composite Sandwich Structures and Fabrication Techniques
- Sonar signal processing technologies
    - Automatic detection and discrimination of submarines from surface ships
    - Computer aided detection (CAD) / Computer aided classification (CAD)
- Rapid prototyping tools and techniques – Software & Hardware

Contacting Supplier Diversity Advocates

Raytheon
Integrated Defense Systems

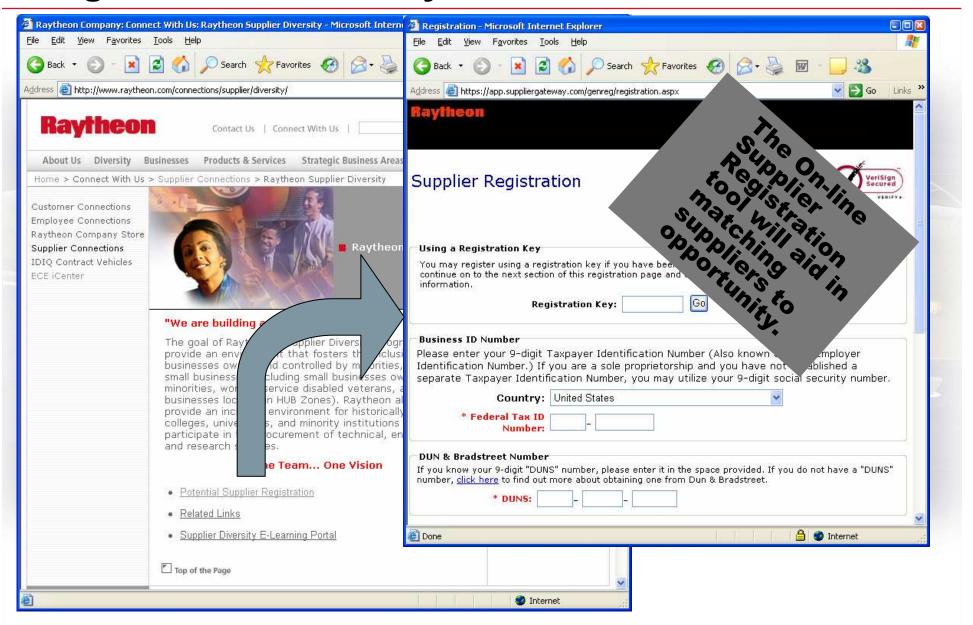http://www.raytheon.com/connections/supplier/diversity/

Raytheon

SUPPLIER DIVERSITY PROGRAM CONTACT POINTS

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

Integrated Defense Systems - (IDS)

☐ **Edward A Bogacz - (Business Unit Leader)**
350 Lowell Street, Andover, MA 01810, M/S AA2W102
Phn: 978/470-7199 Fax: 978/964-0144
edward_a_bogacz@raytheon.com

☐ **Kathy Darouie**
8680 Balboa Blvd., Bldg. 1/H109 San Diego, CA 92123-1502
Phn: 858/522-2477 Fax: 858/522-2580
kadarouie@raytheon.com

☐ **Ferlandos Davis**
350 Lowell Street, Andover, MA 01810
Phn: 978/470-9289 Fax: 978/470-7354
ferlandos_davis@raytheon.com

☐ **Tony E. Forrest**
610 Dowell Street, Bldg. 894 Keyport, WA 98345-7610
Phn: 360/-394-3411 Fax: 360-394-3494
tony_e_forrest@raytheon.com

☐ **Judy Hardin**
353 James Record Rd., Huntsville, AL 35824
Phn: 256/542-4788 Fax: 256/542-4617
judy_c_hardin@raytheon.com

☐ **Eric Stevens**
1050 NE Hostmark Street, Poulsbo, WA 98370-7759
Phn: 360/394-7527 Fax: 360/394-7524
eric_e_stevens@raytheon.com

Intelligence and Information Systems - (IIS)

☐ **Barbara Osborn - (Business Unit Leader)**
P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023
Phn: 972/205-7202 Fax: 972/205-7761
barbara_H_Osborn@raytheon.com

☐ **Warren A. Elbeck**
16800 E. Centretech Parkway, Aurora, CO 80011-9046
Phn: 720/858-5788 Fax: 720/858-5955
waelbeck@raytheon.com

☐ **Stacy Eder**
7700 Arlington Blvd., Falls Church, VA 22042
Phn: 703/876-1983 Fax: 703/940-0679

☐ **Melvin Jackson**
1616 McCormick Dr., Upper Marlboro, MD 20774
Phn: 301-925-0428 Fax: 301-925-1151
melvin_A_Jackson@raytheon.com

☐ **James Phelan**
1768 Business Center Dr., Reston, VA 20190-5349
Phn: 703-757-1642 Fax: 703-759-1780
James_A_Phelan@raytheon.com

☐ **Sharon Denton**
P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023
Phn: 972/205-7199 Fax: 972/205-7761

Raytheon Online Supplier Registration/Search System

NATIONAL SMALL BUSINESS CONFERENCE

"Critical Infrastructure Opportunities"

Prime Contractors Panel

Wednesday, May 16, 2007

Moderated by
Ron Perlman

Buchanan Ingersoll ▲ Rooney PC
Attorneys & Government Relations Professionals

Breakout Session: Prime Contractors
Moderator: Ron Perlman, Buchanan Ingersoll & Rooney

3:30pm -5:00 pm

SAIC: Babak Nouri, Assistant Vice President, Small Business Programs

Raytheon: Doug Patrick, Director of Subcontract Partnering for Raytheon Integrated Defense Systems

Rolls-Royce Corporation: Jaye Lampert, Small Business Liaison Officer

BAE Systems: Diane Dempsey, Director Small Business Relations

United States Department of Veterans Affairs

4th Annual NDIA

National Small Business Conference

Houston, TX

May 17, 2007

VA's Mission

With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation's wounds, to care for him who shall have borne the battle, and for his widow and orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations."

--Abraham Lincoln

VA Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices

FY 2006 Goals & Accomplishments

Category	Secretary's Goal	VA-wide Accomplishments
Small Business	25%	29.45%
Small Disadvantaged Business	4%	4.93%
Section 8(a)	5%	3.92%
Women-Owned Small Business	5%	5.00%
Veteran-Owned Small Business	7%	6.49%
Service-Disabled Veteran-Owned Small Business	3%	3.39%
HUBZone Small Business	3.05%	3.28%

VA Office of Small & Disadvantaged Business Utilization	VA Center for Veterans Enterprise
1-800-949-8387	1-866-584-2344
202-461-4300	202-303-3296
osdbu@va.gov	www.vetbiz.gov
www.va.gov/osdbu	vacve@va.gov

ONSITE CONFERENCE BROCHURE

4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"

May 15-17, 2007

Hyatt Regency
Houston

Houston, TX

Event #7140

Raytheon

TUESDAY, MAY 15, 2007

1:00pm–6:30pm   Registration Open and Display Setup

5:00pm–6:30pm   Opening Reception in Display Area

WEDNESDAY, MAY 16, 2007

7:00am–6:30pm   Registration Open

7:00am–8:00am   Continental Breakfast in Display Area

8:00am–8:30am   Welcoming Remarks
                       Lt Gen Lawrence Farrell, Jr., USAF (Ret), President and CEO, NDIA

                       NDIA Small Business Division Chairman Remarks
                       Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High
                       Technology Consortium Foundation

8:30am-9:15am   Department of Homeland Security Keynote Address
                       Hon. Jay Cohen, Under Secretary for Science and Technology, Department of
                       Homeland Security

9:15am–10:00am   Ms. Mary Petryszyn, Vice President, Joint Battlespace Integration,
                       Raytheon Integrated Defense Systems

10:00am–10:30am   Break in Display Area

10:30am–11:45am   Contracting with Local and State Governments Panel

                       Moderator:
                       Hon. Robert Eckels, County Judge, TX (Ret), Partner, Fulbright & Jaworski

                       Panelist:
                       Mr. Jack Colley, State Coordinator, State Emergency Management Council

12:00pm–1:30pm   Lunch and Presentation of the Dr. Kathleen P. Sridhar
                       Small Business Executive of the Year Award

1:30pm–3:00pm	Critical Infrastructure and Preparedness Panel
	Moderator: Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High Technology Consortium Foundation
	Panelists: Mr. Antwane Johnson, Deputy Director, Critical Infrastructure Protection (EA), Office of the Assistant Secretary of Defense (HD &ASA)
	Mr. Michael Matthews, Division Head (Acting) Infrastructure/Geophysical, Department of Homeland Security
3:00pm–3:30pm	Break in Display Area
3:30pm–5:00pm	Prime Contractor Panel
	Moderator: Mr. Ronald Perlman, Esq., Chair, Government Contracts Section, Buchanan Ingersoll & Rooney, PC; Vice Chair, NDIA Small Business Division
	Panelists: Mr. Babak Nouri, Assistant Vice President, Small Business Programs, SAIC
	Doug Patrick, Director of Integrated Supply Chain, Raytheon Company
	Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business Liason Officer
	Ms. Diane Dempsey, Director Small Business Relations, BAE Systems
5:00pm–6:30pm	Networking Reception in Display Area

THURSDAY, MAY 17, 2007

7:00am–5:00pm	Registration Open
7:00am–8:00am	Continental Breakfast in Display Area
7:00am–8:00am	Women In Defense Breakfast, Arboretum 5 - 2nd Floor
8:00am–8:15am	NDIA Small Business Division Chairman Remarks Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High Technology Consortium Foundation

8:15am–9:00am	Department of Defense and Critical Infrastructure Protection Keynote Address Mr. Peter Verga, Principal Deputy for Homeland Defense, DoD
9:45am–10:15am	Break in Display Area
10:15am–11:45am	Small Business Panel, Success in Critical Infrastructure Protection

Moderator:
Ms. Ludmilla Parnell, Marketing Director, Small Business Partnerships, General Dynamics Information Technology

Panelists:
Mr. Phil Gahn, Director of Business Development Security Technology, Epsilon Systems Solutions

Mr. John V. Meyers, President and CEO, NAID

Mr. John E. Taylor, President, Mercury Data Systems

Mr. David Pak, President, USmax Corporation

12:00pm–1:30pm	Lunch with Speaker Mr. Nicholas Owens, Ombudsman, Small Business Administration
1:30pm–3:00pm	Effective Infrastructure Marketing to the Federal Government Panel

Moderator:
Mr. Ralph Thomas, III, Counsel - Government Contracts Practice Group, Buchanan Ingersoll & Rooney PC

Panelists:
Mr. Kevin Boshears, Director, Office of Small and Disadvantaged Business Utilization, Department of Homeland Security

Mr. Gale Burkett, Chairman and CEO, GB Tech, Inc.

Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs

3:00pm–3:30pm	Break in Display Area
3:30pm–5:00pm	Prime Contractor Panel

Moderator:
Ms. Jody Kernaghan, Manger, Small Business Programs, KBR

Panelists:
Ms. Valerie Coleman, Commercial Market Representative,
US Small Business Administrative Center

Mr. Kevin Howard, Manager of Supplier Diversity,
The Boeing Company

5:00pm	Conference Adjourns

See You Next Year at the 5th Annual National Small Business Conference!

Hyatt Regency La Jolla at Aventine San Diego, CA ~ May 19-22, 2008

Conference Promotional Partners

Armor Holdings, Aerospace and Defense Group, Tactical Vehicle Systems Division

Armor Holdings is a leading manufacturer and distributor of military vehicles, vehicle armor systems and life safety and survivability systems.

Armor Holdings Tactical Vehicle Systems Division (TVS) designs, manufactures and supports light and medium tactical vehicles from 2 – 17 tons payload capacity, offering the highest capability, mobility, and reliability in the market. The Family of Medium Tactical Vehicles (FMTV) includes sixteen variants on two basic platforms (4X4 and 6X6), with 85% parts commonality to greatly reduce the logistics footprint in the field. Variants include the 2.5-ton cargo and van models and 5-ton cargo, troop carrier, tractor, van, wrecker, load handling systems (LHS), tanker and dump trucks, with some models exceeding 10-ton capacity. Our new 8 X 8 will be available in cargo and LHS configurations, with a capacity of over 17-tons. The FMTV is well established as the Platform of Choice for the U.S. Army and other customers worldwide. Over 39,000 FMTV vehicles are in service around the world.

To meet recent requirements for ballistic protection, Armor Holdings designed and developed the Low Signature Armored Cab (LSAC) for the FMTV, providing crew protection from assault rifle rounds, land mines, and artillery fragments. The LSAC is a drop-in replacement for the standard cab, so it can be installed on an as-required basis. Over 2,000 LSAC cabs are fielded and are combat proven.

TVS manufactures the Family of Medium Tactical Vehicles (FMTV) at its home facility in Sealy, Texas.

KBR's Government and Infrastructure division provides integrated engineering/design and construction, logistics support, project management, and operations and maintenance worldwide. From large-scale military contingency support, to highways, to western Europe's largest shipyard, KBR is noted for its quality and quick response capability whenever and wherever services are needed.

KBR's Government & Infrastructure division is a global company providing engineering, construction and logistics services to Government. For over 60 years, from highways to large-scale military contingency operations, KBR's services include program and project management, engineering and design, construction, operations and maintenance, logistics, and integrated security solutions.

Raytheon

Raytheon Company, with 2006 sales of $20.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning more than 80 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

SAIC
From Science to Solutions

SAIC is a leading provider of scientific, engineering, systems integration and technical services and products to all branches of the U.S. military, agencies of the U.S. Department of Defense (DoD), the intelligence community, the U.S. Department of Homeland Security (DHS) and other U.S. Government civil agencies, as well as to customers in selected commercial markets. Our customers seek our domain expertise to solve complex technical challenges. SAIC offers a broad range of services and products to address our customers' most complex and critical technology-related needs. These services include the following:

Defense Transformation. We develop leading-edge concepts, technologies and systems to solve complex challenges facing the U.S. military and its allies, helping them transform the way they fight.

Intelligence. We develop solutions to help the U.S. defense, intelligence and homeland security communities build an integrated intelligence picture, allowing them to be more agile and dynamic in challenging environments and produce actionable intelligence.

Homeland Security and Defense. We develop technical solutions and provide systems integration and mission-critical support services to help federal, state, local and foreign governments and private-sector customers protect the United States and allied homelands.

Logistics and Product Support. We provide logistics and product support solutions to enhance the readiness and operational capability of U.S. military personnel and weapon and support systems.

Systems Engineering and Integration. We provide systems engineering and integration solutions to help our customers design, manage and protect complex IT networks and infrastructure.

Research and Development. As one of the largest science and technology contractors to the U.S. Government, we conduct leading-edge research and development of new technologies with applications in areas such as national security, intelligence and life sciences.

Commercial Services. We help our customers become more competitive, offering technology-driven consulting, systems integration and outsouring services and products in selected commercial markets including oil and gas, utilities and pharmaceuticals.

Founded by J. Robert Beyster, Ph.D., and a small group of scientists in 1969, Science Applications International Corporation (SAIC), a Fortune 500® company, and its subsidiaries now have more than 44,000 employees with offices in over 150 cities worldwide and annual revenues of $8.3 billion.

4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"

Promotional Partners

Thank You to ...

Raytheon

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR

SAIC
From Science to Solutions

GENERAL DYNAMICS
Information Technology

ARMOR HOLDINGS
AEROSPACE & DEFENSE GROUP

DHS Science & Technology: Enabling Technology to Better Secure the Nation

National Small Business Conference
Critical infrastructure Opportunities

Houston, Texas · May 16, 2007

Jay M. Cohen
Under Secretary
Science and Technology Directorate

S&T Goals

- Accelerate delivery of enhanced technological capabilities to meet requirements and fill capability gaps to support DHS Agencies in accomplishing their mission

- Establish a lean and agile GS-manned, world-class S&T management team to deliver the technological advantage necessary to ensure DHS Agency mission success and prevent technology surprise

- Provide leadership, research and educational opportunities and resources to develop the necessary intellectual basis to enable a national S&T workforce to secure the homeland

Homeland Security

DHS S&T Investment Portfolio
Balance of Risk, Cost, Impact, and Time to Delivery

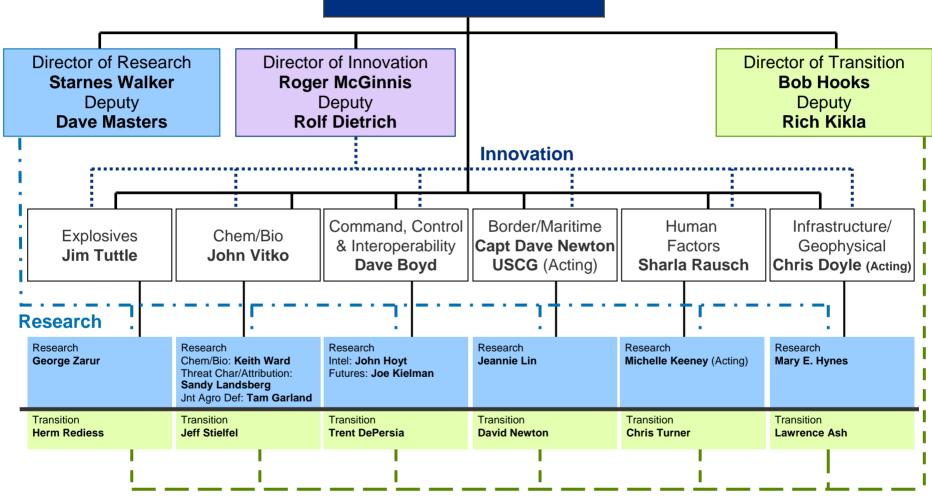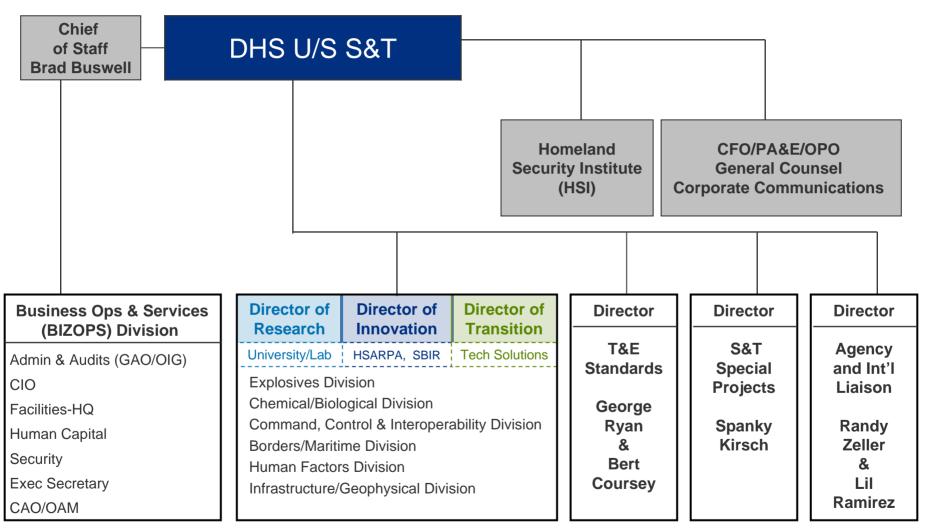| **Product Transition (0-3 yrs)**	**Innovative Capabilities (1-5 yrs)**
▪ Focused on delivering near-term products/enhancements to acquisition ▪ Customer IPT controlled ▪ Cost, schedule, capability metrics	▪ High-risk/High payoff ▪ "Game changer/Leap ahead" ▪ Prototype, Test and Deploy ▪ HSARPA
Basic Research (>8 yrs)	**Other (0-8+ yrs)**
▪ Enables future paradigm changes ▪ University fundamental research ▪ Gov't lab discovery and invention	▪ Test & Evaluation and Standards ▪ Laboratory Operations & Construction ▪ Required by Administration (HSPDs) ▪ Congressional direction/law

Customer Focused, Output Oriented
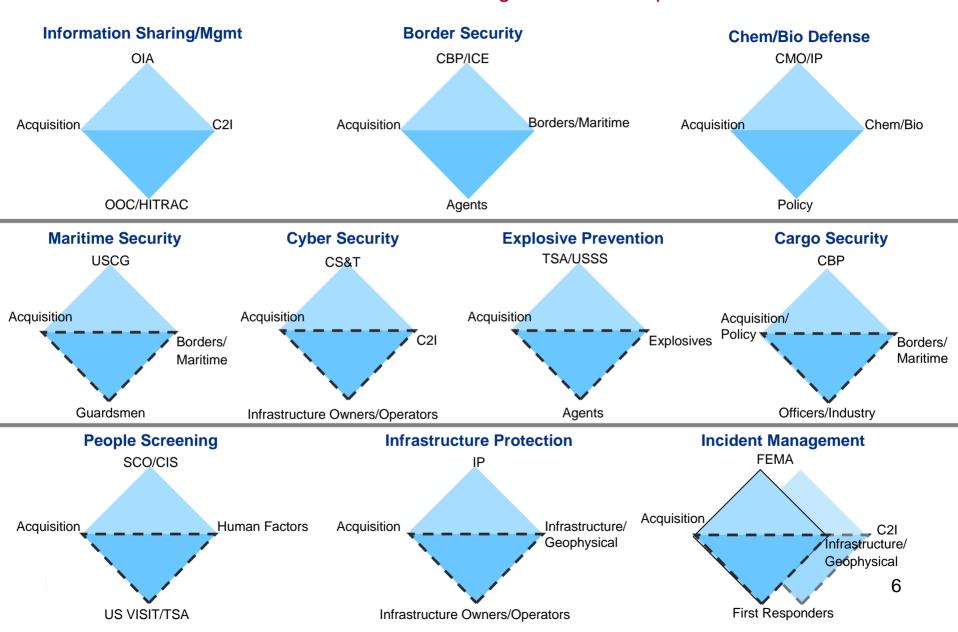
S&T Organization

DHS U/S S&T

Director of Research	Director of Innovation	Director of Transition
Starnes Walker	**Roger McGinnis**	**Bob Hooks**
Deputy	Deputy	Deputy
Dave Masters	**Rolf Dietrich**	**Rich Kikla**

Innovation

Explosives	Chem/Bio	Command, Control & Interoperability	Border/Maritime	Human Factors	Infrastructure/ Geophysical
Jim Tuttle	**John Vitko**	**Dave Boyd**	**Capt Dave Newton USCG** (Acting)	**Sharla Rausch**	**Chris Doyle** (Acting)

Research

Research	Research	Research	Research	Research	Research
George Zarur	Chem/Bio: **Keith Ward** Threat Char/Attribution: **Sandy Landsberg** Jnt Agro Def: **Tam Garland**	Intel: **John Hoyt** Futures: **Joe Kielman**	**Jeannie Lin**	**Michelle Keeney** (Acting)	**Mary E. Hynes**

Transition	Transition	Transition	Transition	Transition	Transition
Herm Rediess	**Jeff Stielfel**	**Trent DePersia**	**David Newton**	**Chris Turner**	**Lawrence Ash**

Applications

DHS S&T Directorate

DHS Requirements/Capability Capstone IPTs
DHS S&T Product – "Enabling Homeland Capabilities"

Information Sharing/Mgmt
- OIA
- Acquisition
- C2I
- OOC/HITRAC

Border Security
- CBP/ICE
- Acquisition
- Borders/Maritime
- Agents

Chem/Bio Defense
- CMO/IP
- Acquisition
- Chem/Bio
- Policy

Maritime Security
- USCG
- Acquisition
- Borders/Maritime
- Guardsmen

Cyber Security
- CS&T
- Acquisition
- C2I
- Infrastructure Owners/Operators

Explosive Prevention
- TSA/USSS
- Acquisition
- Explosives
- Agents

Cargo Security
- CBP
- Acquisition/Policy
- Borders/Maritime
- Officers/Industry

People Screening
- SCO/CIS
- Acquisition
- Human Factors
- US VISIT/TSA

Infrastructure Protection
- IP
- Acquisition
- Infrastructure/Geophysical
- Infrastructure Owners/Operators

Incident Management
- FEMA
- Acquisition
- C2I
- Infrastructure/Geophysical
- First Responders
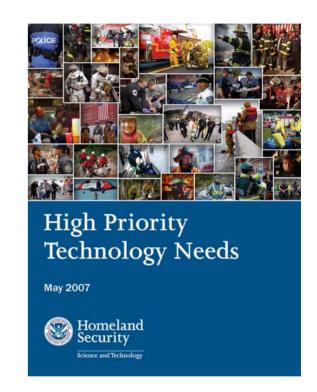
6

High Priority Technology Needs

- 11 Capstone IPTs have identified 77 High Priority Technology Needs for DHS components and their customers

- Identified in new brochure and posted at www.hsarpabaa.com

- Baseline established for conducting an iterative, dynamic IPT process on an annual cycle aligned with DHS funding and acquisition processes

IPT Next Steps:

- Focus on delivering product to customers

- Detail proposed technology solutions

- Clarify deliverable and transition plans

- Develop Technology Transition Agreements to establish customer requirements and technical specifications

High Priority Technology Needs

May 2007

Homeland Security
Science and Technology

Customer Focused…Output Oriented

Infrastructure Protection: Representative Technology Needs

- Analytical tools to quantify interdependencies and cascading consequences as disruptions occur across critical infrastructure sectors *(IP/Geophysical Division)*

- Effective and affordable blast analysis and protection for critical infrastructure; improved understanding of blast failure mechanisms and protection measures for the most vital critical infrastructure and key resources *(IP/Geophysical Division)*

- Advanced, automated and affordable monitoring and surveillance technologies *(C2I Division)*

Homeland Security

Homeland Security Act of 2002

HSARPA will….

"Support basic and applied homeland Security research to promote *revolutionary* changes in technologies; advance the development, testing and evaluation, and deployment of critical homeland security technologies; and accelerate the prototyping and deployment of technologies that would address homeland security vulnerabilities."

EVERY TRULY GREAT ACCOMPLISHMENT IS AT FIRST IMPOSSIBLE!

(FORTUNE COOKIE)

Homeland Security

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HIPS and HITS

Homeland Innovative Prototypical Solutions (HIPS) are designed to deliver *prototype-level demonstrations* of game-changing technologies in two to five years. Projects are moderate to high risk, with high payoff.

High Impact Technology Solutions (HITS) are designed to provide *proof-of-concept* answers within one to three years that could result in high-payoff technology breakthroughs. While these projects are at considerable risk for failure, they offer the potential for significant gains in capability.

Homeland Security

Homeland Innovative Prototypical Solutions (HIPS)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
Project Chloe- High altitude aerial platform existing above civil aviation Counter-MANPADS **SENSIT** – System to identify numerous liquids in baggage **IED Defeat / APE VBIED Defeat** – Detection/prevention and mitigation technologies to counter IEDs		**SCOPE** (Scalable Common Operational Picture Experiment) – Leverages Global Observer JCTD	**Scalable Composite Vessel Prototype (SCVP)** – Lightweight, composite material with high speed hull **SAFECON –** 90 second container screening device	**FAST M2** (Future Attribute Screening Technology Mobile Module) – Relocatable Lab capable of testing for behavioral/ physiological cues of "hostile intent" Double or triple wide trailer tested at various sites around the country	**Resilient Electric Grid** – System that will prevent cascading effects of power surge on electrical grids **Levee Strengthening and Rapid Repair -** rapidly stop a breach in a levee **Storm Surge and Hurricane Mitigation**

High Impact Technology Solutions (HITS)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
	Real Time Bio Detection and Identify **Cell-All -** Ubiquitous Chem/Bio/agent detector	**First Net -** First Responder Reliable Relay Link **Phone Home –** Inter-operative and inexpensive hand-held radios	**Tunnel Detect** – Ability to **detect, identify, and confirm illegal and clandestine underground border structures and activities**	**Document Validator** –High proficiency scanner that can identity fraudulent docs Leverage USSS system **Biometric Detector** – High proficiency small biometric scanner	**Wide Area Surveillance/ Change Detection for Critical Infrastructure** **Resilient Tunnel**– Tunnel Protection/Blast Mitigation

Homeland Innovative Prototypical Solutions
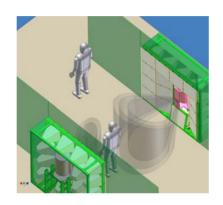## Counter-MANPADS/Persistent Surveillance

Project Chloe

65K Feet

Counter-MANPADS Functions

1. **MWS Detect & Declare**
2. **Slew & Hand-off**
3. **Track**
4. **Jam**

Border & Critical Infrastructure Surveillance

Engagement Time:
3-10 Seconds

Maritime Surveillance &
Interdiction

MANPADS

Unmanned Aircraft Systems (UASs)

- **High-Altitude Stand-Off Counter-MANPADS**
- **High Altitude – Wide-Area Coverage**
- **Long Endurance – Persistent Surveillance**
- **Large Payload – Multi-Sensor**

Operational Characteristics

- Real-time sensor fusion/dissemination
- Multi-user / border surveillance requirements
- Commercial Aircraft MANPADS protection
- Automatic target detection/recognition
- Persistence (24/7, all-weather coverage)

Homeland
Security

High Impact Technology Solutions
Technologies for Suicide Bomber Defeat & Blast Mitigation

Suicide Bomber & Device Detection

Explosive Device Deactivation

Blast Mitigation

Reactive & Shaping Walls

Homeland Security

High Impact Technology Solutions
Critical Infrastructure Change Detection

Explore Methods to Monitor Critical Infrastructure

Large and Remote Locations

Densely Populated Urban Environments

Homeland Security

Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Pre-emptive mapping of weak levees

Pre-Flood Deployment of Protective And Rapid Repair Supplies to Problem Locations

Drop-in structures lofted by aircraft

Float-in structure guided by cables

Explosively Emplaced Support Structures

Roll-out protective coverings such as articulated concrete mats

Homeland Security

Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Click to Play Video

DHS SBIR Program

- Increases participation of innovative and creative small businesses in Federal research and development programs

- Challenges small businesses to bring innovative homeland security solutions to reality

- Focuses on near-term commercialization and delivery of operational prototypes

- Over 324 contracts awarded

- Funded by S&T Directorate and DNDO

- Implemented Cost Match to motivate commercialization

Visit www.dhssbir.com (soon to be .gov)

Sample #1

Resistive pseudo-random pattern

16"x16"x16" Cardboard

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DHS SBIR/STTR Phase I

No. of Submissions vs. Awards per State (Nov. 04- Jan. 06)

WA 35/10
OR 8/2
MT 6/0
ND 1/0
MN 20/5
WI 9/3
MI 36/6
NY 56/16
VT 4/0
NH 13/4
ME 4/0
MA 131/22
RI 9/2
CT 19/3
NJ 41/2
DE 5/0
DC 3/0
MD 67/12
ID 4/0
WY 2/0
SD 0/0
IA 3/0
PA 39/5
NV 13/1
UT 16/5
CO 31/6
NE 2/1
IL 22/2
IN 16/2
OH 25/1
WV 3/1
VA 112/16
CA 260/58
KS 3/0
MO 10/1
KY 3/0
NC 17/2
AZ 26/6
NM 19/6
OK 8/2
AR 3/0
TN 12/1
SC 6/1
AL 24/6
GA 19/1
MS 2/0
LA 16/1
TX 82/15
AK 0/0
FL 51/5
PR 1/0
HI 3/0

Total Phase I Submissions/Awards 1,320/232

Homeland Security

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DHS SBIR 7.1 S&T Topics

- H-SB07.1-001   Trace Explosives Particle and Vapor Sample Collection

- H-SB07.1-002   Subterranean Response and Evacuation

- H-SB07.1-003   Secure Wrap

- H-SB07.1-004   Mobile Biometrics Screening

- H-SB07.1-005   Responder Wireless Physiological Monitoring Device

- H-SB07.1-006   Enhanced Project "Safe-Cracker"

- H-SB07.1-007   Improved Chemiresistor Sensing Arrays for Detection of Small Molecules Gases

DHS SBIR 7.1 DNDO Topics

- H-SB07.1-008   Source Surveillance
- H-SB07.1-009   Improved Solid-State Neutron
                       Detection Devices
- H-SB07.1-0010   Development of High Reliability
                       Occupancy Sensors

Homeland
Security

Key Dates for 7.1 & 7.2 DHS SBIR Solicitation

07.1 Pre-solicitation Posted: April 4, 2007

Proposals Accepted: April 20, 2007 – June 5, 2007

Contracts Award: August 2007 (est.)

07.2 Pre-solicitation Posted: June 11, 2007 (est.)

Proposals Accepted: June 26, 2007 - Aug 12, 2007 (est.)

Contracts Awarded: November 2007 (est.)

Homeland Security

Key Dates for FY 08 DHS SBIR Solicitation

- 08.1 Develop Topics   June 25, 2007

- Topics accepted/solicitation ready   July 1, 2007

- Solicitation sent to OPO   July 15, 2007

- 08.1 Pre-solicitation posted   Sept 1, 2007

- Contracts accepted   Sept 15 – Oct 30 (est.)

- 2 more solicitations in FY 08 in the Jan-Feb 08 and May-Jun 08 timeframe

Homeland Security

DHS SBIR Program Contacts

- DHS SBIR Program

  - Director, Vinny Schaper

  - 202-254-6119

- S&T SBIR Program

  - Program Manager, Lisa Sobolewski

  - 202-254-6768

- DNDO SBIR Program

  - Program Manager, Anu Bowman

  - 202-254-7474

New Broad Agency Announcements

Released May 1

- IED and Vehicle-Borne Explosive Device Defeat

- First Responder Reliable Link (First NET)

- Document validator

- Biometric detector

- Home Made Explosives Detection System Development

- Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit www.FedBizOpps.gov and www.hsarpabaa.com

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The SAFETY Act …

- For anti-terrorism technologies and services
- Provides legal liability protections for Qualified Anti-Terrorism Technologies (QATTs)
- Encourages development and deployment of new and innovative anti-terrorism products and services
- Applies only to <u>Acts of Terrorism</u>

What is Eligible for SAFETY Act Protection?

- Products
- Services
- Software and other forms of intellectual property

…that qualify as Anti-Terrorism Technologies

Homeland Security

S&T Stakeholders Conference

A World in Change . . .

Homeland Security S&T Stakeholders Conference
May 21-24, 2007   Event #7680

Ronald Reagan Building
& International Trade Center
Washington, DC

For more information go to www.ndia.org

Explosives ★ Chemical & Biological ★ Command, Control & Interoperability ★ Borders & Maritime Security ★ Human Factors ★ Infrastructure & Geophysical

Homeland
Security

Back-Up slides

Levels of SAFETY Act Protection

- Developmental Testing & Evaluation Designation (DTED)
  - *Has potential*
- Designation (D)
  - *Developmental testing*
- Certification (D&C)
  - *Operational Performance*

Applications by Threat Area

The Final Rule

- *Emphasizes integration* of SAFETY Act considerations in government procurements

- *Eliminates duplicative* government technical evaluations

- *Decreases DHS' processing* times

- *Expands geographic scope* of SAFETY Act protections to some technologies deployed overseas

- *Includes a new category:* Development Testing & Evaluation Designation (DTED)

- *Strengthens confidentiality* protections

High Impact Technology Solutions
Cell-All Ubiquitous Chem/Bio Detect

High Impact Technology Solutions
Resilient Tunnel

Prevent Flooding of Subway Tunnels From IED Bomber

Maximize lives saved – provide time to evacuate

Metro station

Recent advances in inflatable structure technology:
- Stronger Materials
- Rapid Inflation
- Lower Cost than Flood Gates
- Sustainable

Homeland Security

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High Innovative Prototype Solutions
Improvised Explosive Devices Defeat

Masonry Walls

Explosive Resistant Coating

Uncoated Steel → *ERC Coated Steel*

Thickness variable as a function of distance and threat requirements.

Reactive & Shaping Walls
APE Project

Active Armor

- *Puffers* for explosives trace material detection on people, bags/parcels, and vehicles
- Walk-through/whole-body imaging (e.g., backscatter)
- Advanced Protection Explosive (APE): cancellation methods for explosive shock waves
- Drive-through imaging technology (x-ray, neutron of materials only)

Homeland Security

Predict, Detect, Defeat and Destroy IED/VBIED at range (100 yards) to change the calculus of the bomber versus the defender

Plan for FY 08 SBIR

Utilize Capstone High Priority Technology Areas as SBIR Topic Areas

- The selected IPT identifies the need
    - S&T develops the topic
    - SBIR Program publishes the topic
    - S&T author develops the team of evaluators
    - SBIR pays for Phases I & II….total $850,000 − $1 million
    - Acquisition or S&T pay for follow-up R&D or install
- Supplement HIPs and HITs

Homeland
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DHS SBIR Funding

- FY 2007…………………………………………………~$25M
    - S&T SBIR……………………~$18M
    - DNDO SBIR…………………..~$7M

- Estimates

- FY 2008……………………………………………….~$21M
    - S&T SBIR……………………~13.5M
    - DNDO………………………~7.5M

High Impact Technology Solutions
Real Time Bio Detect

Systems to detect biological agents in less than 60 seconds, and then provide RF information transfer to various centers for decision making and corrective action.

Detection via cell culture

VS

Doing Business with DHS S&T *cont'd*

Additional Open BAAs

- Tunnel Detection Technologies – allows rapid detection of tunnels

- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers

- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and their credentials and belongings

- CHLOE - High Altitude Endurance Unmanned Aerial System-Based Counter-MANPADS Technology Assessment

Visit www.FedBizOpps.gov and www.hsarpabaa.com

Open SBIR Solicitation

- Seven technical topic areas aligned with S&T divisions

For SBIR opportunities, visit www.sbir.dhs.gov

Doing Business with DHS S&T

New BAAs – Released May 1

- IED and Vehicle-Borne Explosive Device Defeat
- First Responder Reliable Link (First NET)
- Document validator
- Biometric detector
- Home Made Explosives Detection System Development
- Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit www.FedBizOpps.gov

and www.hsarpabaa.com

Homeland Security

BAE Systems
Customer Solutions Operating Group

Small Business Programs
Diane G. Dempsey
Director – Small Business Relations
NDIA Small Business Conference
May 16, 2006

What We Do

Leading provider of integrated technical and professional service solutions for the U.S. national security and Federal civilian markets.

Enterprise IT Solutions
Leading provider of IT technology, infrastructure services, and applications that enable and facilitate mission performance through direct support to operations

Information Sharing & Mission Analysis Solutions
Principal provider of enterprise architecture, networking technology, collaborative applications and security solutions to enable information sharing, analysis and production across diverse business domains

Sub-systems Integration and Operations & Maintenance Solutions
Leading provider of systems design, engineering, integration, and testing services and operation and maintenance of ranges, bases, facilities and mission support

Systems Engineering and Technical Assistance
One of DoD's largest providers of SETA tailored, integrated service solutions

Ship Repair Services
America's leading non-nuclear ship repair, modernization and conversion company

Customer Solutions Business Units

- BAE Systems Information Technology
  - A full service solutions provider of information technology systems and services, offering a broad spectrum of networked and managed IT operations

- BAE Systems Technology Solutions & Services
  - Provider of tailored, integrated technical and professional services for the U.S. DoD, Federal Civilian government, and Homeland Security markets

- BAE Systems Ship Repair
  - The leading non-nuclear ship repair, modernization, and conversion company focused on dry dock and ship repair services for the U.S. Navy, other defense agencies, and commercial customers

Customer Solutions Locations

BAE Systems Information Technology

**Headquartered in
McLean, Virginia USA**

- **4,200 Employees**
- **Locations in 30 States**

Capabilities

- **Managed IT & Network Operations**
  - **Enterprise Architecture**
  - **Information Assurance**
- **Mission Critical Applications**
- **Intelligence Analysis and Production**

Business Make-up

20%

43%

37%

- ☐ **Intelligence Agencies**
- ☐ **Federal Agencies**
- ☐ **Defense & Military**

BAE Systems IT Procurement Categories

- **Information Technology**:
  - Hardware - networking & workstations
  - Software – cots
  - Hardware maintenance services
  - Computer rental services,
  - Telecommunication equipment & services.

- **Services**:
  - IT consultants/subcontractors
  - Project management,
  - Management consultants,
  - Staff augmentation,
  - Relocations services & training.

- Security Clearances required in most cases

BAE-IT Service Offerings

- Recognized provider of management IT operations and business solutions for Managed Network Operations:

  - Mission specific applications and operations;

  - Enterprise Architecture and Investment Management;

  - Information Delivery;

  - Information Security Services and Solutions.

Department of Homeland Security - DHS

DHS Eagle Contract

BAE Systems is a Prime Contractor for two functional areas:

Functional Category 4 – Software Development
Provides for any and all phases of software design and development including deployment to ensure DHS applications and databases will enable their users to meet their mission goals and objectives. These efforts can include the full range of software design, development, implementation and integration, including, but not limited to, concept development, planning, requirements definition and analysis, systems design and development, coding and testing, production, deployment, implementation, integration, and software application maintenance.

Functional Category 5 – Management Support Services
Provides for the full range of business and technical management services that assist in the development, implementation, and continuous improvement of policies, procedures, guidelines, and directives. These services encompass all areas of IT policy and planning including, but not limited to, enterprise architecture, security, training, enterprise resource management, business process reengineering, IT transformation and strategy, organizational change leadership, and enterprise and program management office support.

In addition to these two areas, BAE systems can provide technical expertise and experience in each of the three other EAGLE Functional Categories:
– (1) Infrastructure Engineering Design, Development, Implementation, and Integration
– (2) Operations and Maintenance
– (3) Independent Test, Validation, Verification, and Evaluation

DHS Trusted Forum

- The DHS Trusted Forum was developed to nurture a group of qualified small businesses of varying categories that are focused on DHS procurement opportunities. By limiting membership The Trusted Forum offers multiple benefits to its participants:

  - Exchange of information
  - Deeper understanding of customer requirements
  - In-depth discussion of upcoming opportunities
  - Development of trust
  - Nurtures strategic alliances with other small businesses on other business business opportunities
  - Requires active participation in meetings

BAE Systems Technology Solutions & Services

**Headquartered in
Rockville, Maryland USA**

- 7,000 Employees
- 40 Major Locations

Capabilities

- Systems Engineering and Technical Assistance (SETA)
- Subsystem Integration
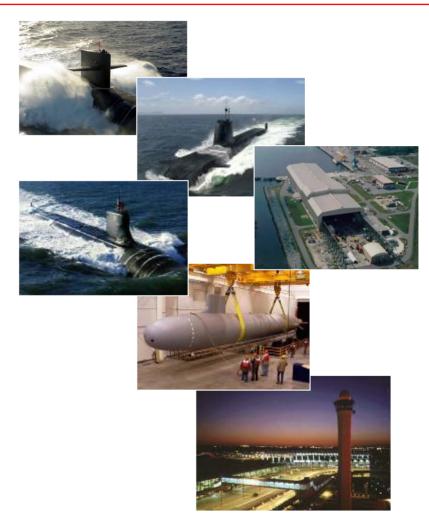- Operations and Maintenance

Business Make-up

4% 8%

88%

- □ **Defense & Military**
- ■ **Federal**

- □ **Other**

TSS Major Customers/Programs

- **Strategic Weapons Systems (SSP)**
  - **US & UK TRIDENT**
  - **SSGN**
- **Naval Undersea Warfare Center – Systems Engineering Support and Depot Operations**
- **PEO (Submarines) – New Attack Submarine Program**
- **NSWC Carderock – Large Scale Vehicle (LSV) Operation Test and Support**
- **FAA Engineering and Technical services**
- **Navy Real-Time Weapons Software**
- **Army Communications (CECOM)**

TSS Major Customers/Programs

- Operate Range and Test Facilities

- Range Instrumentation Radars

- Strategic Defense Facilities

- A-76 Outsourcing

- Naval Ordnance Magazines

- Telecommunications O&M

- Transportation and Logistics Support

TSS Major Customers/Programs

- Navy Shipboard Communications Systems

- Special Purpose Communications

- Electronic Shelter Design and Integration

- Physical and Electronic Security Systems

- Military Air Traffic Control (ATC) and Identification Systems

TSS Major Customers/Programs

- AEGIS Program
- Design and Integration of Shipboard Combat Systems (Tomahawk Weapon System, Standard Missile, NATO Seasparrow)
- Major acquisition program management support
- USMC Ground Combat Weapons (C4I)
- Littoral Combat Ship
- NSWC Dahlgren

TSS Major Customers/Programs

- Army Space and Missile Defense

- NASA Marshall Engineering Services and Scientific Research

- Outsourcing/Consulting (Cost Analysis, Activity Based Costing, Competitive Sourcing)

TSS Major Customers/Programs

- Operating Contractor for Holston Army Ammunition Plant

- Explosive, Propellant and Ordinance manufacture

TSS Subcontracting Opportunities

- Civil Engineering
- Housing Maintenance
- Warehouse Operations
- Storage, property control
- IT Equipment
- IT Services
- Engineering Services
- Office Supplies & Equipment
- Consulting Services

BAE Systems Ship Repair Major Customers/Programs

- **Navy Ship Maintenance**
  - **Selected Restricted Availability (SRA)**
  - **Post Shakedown Availability (PSA)**
  - **Planned Maintenance Availability (PMA)**
  - **Multi-Ship Multi-Option (MSMO)**
- **DDG Programs**
  - **MSMO**
  - **PSA**
- **Amphibious Vessel Programs**
  - **LSD phase maintenance**
  - **LPD phase maintenance and MSMO**
- **LHA/LHD Programs**
- **Hawaii Programs**
  - **Hawaii Surface Ship IDIQ**
  - **Pearl Harbor Naval Shipyard Support IDIQ**
- **Other Programs**
  - **Military Sealift Command**
  - **Commercial**
  - **Aircraft Carriers**
- **Corrosion Control for U.S. Navy and Commercial Vessels**

Ship Repair Subcontracting Opportunities

- BAE Systems Maritime Engineering and Services:

  paint,

  solvent,

  brushes,

  rollers,

  tyvek suits,

  tape,

  printing,

  calibration of test equipment,

  TMA containments,

  shop clothing

  rigging

  crane Parts

  lumber

  power & transmission items such as bearings

BAE Customer Solutions Small Business Webpage

The BAE Customer Solutions website is web enabled and created to provide information to the small business community regarding the Customer Solutions Small Business Program.

- **Events Calendar – Listing of major events attendance scheduled allowing small businesses to meet staff members.**
- **Mentor Protégé Program – Requirements, current protégés, Nunn Perry Award Winner, etc.**
- **Points of Contact – SBLO Listing, telephone & e-mail addresses with BAE/US Government Agencies.**
- **Expectations – What BAE Systems typically seeks in a small business subcontractor**
- **Supplier Profile - Ability to upload corporate data that will be available to BAE acquisition teams.**

Supplier Profiles may be queried 24/7 by BAE Systems Acquisition Teams.

http://www.baesystems.com/Businesses/CustomerSolutions/SmallBusiness/

Small Business Programs Representatives

BAE Systems - Customer Solutions Operating Group Points of Contact:

Director of Small Business Programs – Diane Dempsey 703 563 7991

    diane.dempsey@baesystems.com

- **Information Technology – Herndon, VA**

    Bill Mitchell – Director of Procurement – <u>Business Unit SBLO</u>, william.mitchell@baesystems.com

- **Technology Solutions & Services – Rockville, MD**

    Fran Galloway, Purchasing Manager – <u>Business Unit SBLO</u> frances.a.galloway@baesystems.com

    – **Systems Engineering Solutions, Huntsville, AL, - Tim Henke, Tim.henke@baesystems.com**

    – **Integrated Technical Solutions, California, MD – Charles Stambaugh, charles.stambaugh@baesystems.com**

    – **Integrated Technical Solutions, Ft. Walton Beach, FL – Greg Shillings, greg.shillings@baesystems.com**

- **Ship Repair – Norfolk, VA – Brad Moyer – <u>Business Unit SBLO</u>**
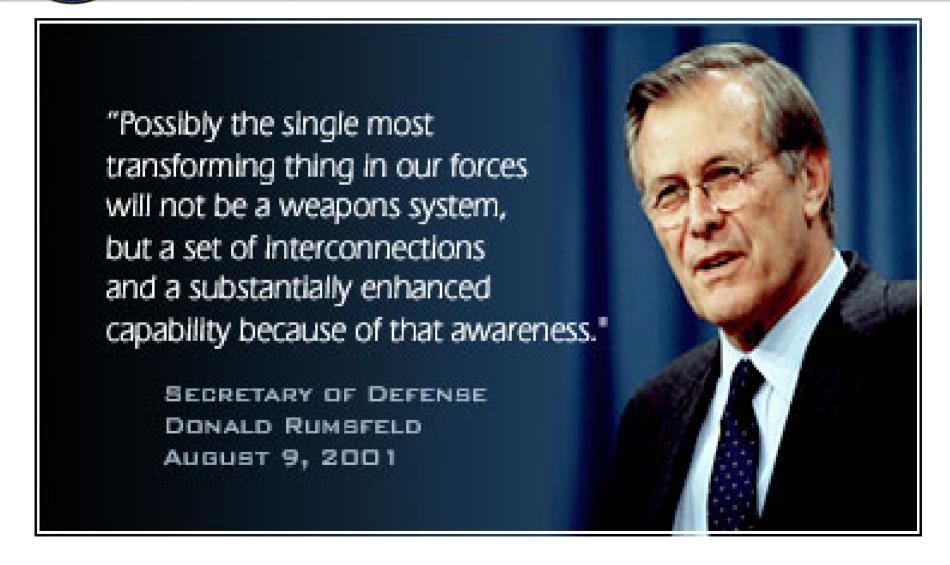
    Brad Moyer, brad.moyer@baesystems.com

~*Inclusion is the key to success!!!!!*~

Defense Critical Infrastructure Program

NDIA
National Small Business Conference
May 15-17, 2007

Antwane V. Johnson

Deputy Director, DCIP (Enterprise Architecture)
Office of the Assistant Secretary of Defense for
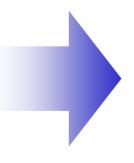**Homeland Defense & Americas' Security Affairs**

"Possibly the single most transforming thing in our forces will not be a weapons system, but a set of interconnections and a substantially enhanced capability because of that awareness."

SECRETARY OF DEFENSE
DONALD RUMSFELD
AUGUST 9, 2001

Homeland Security vs. Homeland Defense

HOMELAND SECURITY (HLS): A concerted national effort to prevent terrorist attacks within the U.S., reduce America's vulnerability to terrorism, and minimize the damage and recover from attacks that do occur. (*from National Strategy for Homeland Security, The White House, 16 July 2002*)

HOMELAND DEFENSE (HD): The protection of U.S. sovereignty, territory, domestic population, and *critical defense infrastructure* against external threats and aggression. (*DoD Directive 5111.13, draft*)

DCIP Program-Wide Mission-Vision-Goals

Mission:

Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

Vision:

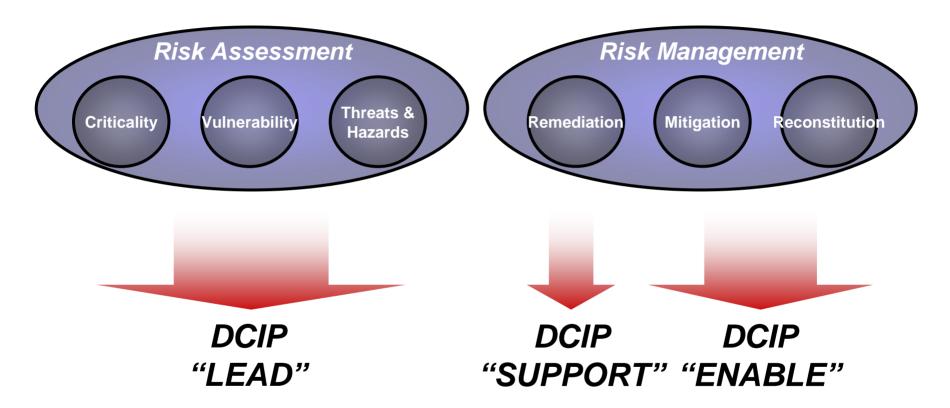Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

Goals:

- Policy and Program Guidance
- Strategic Partnerships & Enabling Technologies
- Plans, Programs and Capabilities Integrated and Implemented At All Levels
- Resourcing At All Levels
- Education and Outreach

DoD CIP Organizational Framework

U.S. Department of Homeland Security

Secretary of Defense

USD(Policy)

- Governance Council
- Critical Infrastructure Protection Integration Staff (CIPIS)
- Defense Infrastructure Sector Council (DISC)

ASD(HD&ASA)
Director, CIP
CIP Oversight & Resource Advocate

MILITARY DEPARTMENTS

JOINT STAFF

- Operations Advisory Board (OAB)

DEFENSE SECTORS, LEAD AGENCIES & PRINCIPAL STAFF ASSISTANTS

Sector	Lead Agency	PSA
Transportation	USTRANSCOM	USD(AT&L)
Public Works	USACE	
Logistics	DLA	
DIB	DCMA	
Financial Services	DFAS	USD(C)
Health Affairs	ASD(HA)	USD(P&R)
Personnel	DHRA	
GIG/C2	DISA	ASD(NII)
ISR	DIA	USD(I)
Space	USSTRATCOM	ASD(ISP)

SERVICES/NGB
Army USMC Navy USAF NGB

USCG

Defense Agencies

Defense Field Activities

COMBATANT COMMANDS
CENTCOM EUCOM JFCOM NORTHCOM PACOM
SOCOM SOUTHCOM STRATCOM TRANSCOM

5

Defense Critical Infrastructure Program Core Activities

Risk Assessment
- Criticality
- Vulnerability
- Threats & Hazards

Risk Management
- Remediation
- Mitigation
- Reconstitution

DCIP "LEAD"

DCIP "SUPPORT" **DCIP "ENABLE"**

Risk Assessment: A systematic examination of risk, using disciplined processes, methods, and tools. It provides an environment for decision making to continuously evaluate and prioritize risks and recommend strategies to remediate or mitigate those risks. (from DoDD 3020.40)

Risk Management: A process by which decision makers accept, reduce, or offset risk. (from DoDD 3020.40)

Homeland Security Presidential Directive (HSDP)-7

- Enhance the protection of our Nation's critical infrastructure and key resources against terrorist attacks

- Identify, prioritize and coordinate the protection of critical infrastructure and key resources in order to prevent, deter and mitigate the effects of deliberate efforts to destroy, incapacitate or exploit them.

- **Work closely with State and local governments and the private sector.**

NATIONAL CI/KR SECTORS

Department of Agriculture
- Agriculture, food (meat, poultry, egg products)

Department of Health and Human Services
- Public Health and healthcare
- Food (other than meat, poultry, egg products)

Environmental Protection Agency
- Drinking water and wastewater treatment systems

Department of Energy
- Energy, including the production, refining, storage, and distribution of oil and gas, and electric power (except for commercial nuclear power facilities)

Department of the Treasury
- Banking and Finance

Department of the Interior
- National monuments and icons

Department of Defense
- Defense Industrial Base

Department of Homeland Security
- Chemical
- Commercial facilities
- Dams
- Emergency services
- Commercial nuclear reactors, materials, and waste
- Information Technology
- Telecommunications
- Postal and shipping
- Transportation systems
- Government facilities

The Defense Industrial Base

- The Defense Industrial Base (DIB) is the DoD, government, and private-sector worldwide industrial complex with capabilities to perform research and development, design, produce, and maintain military weapon systems, subsystems, components, or parts to meet military requirements.

- Because the DIB is inherent to and integrated with the infrastructure vital to the DoD execution of the National Military Strategy, the Defense Critical Infrastructure Program (DCIP) includes DoD efforts to identify, prioritize and coordinate the protection of critical DIB assets.

Office of Small Business Programs

The Department of Defense (DoD) Pilot Mentor-Protégé Program seeks to encourage major DoD prime contractors (mentors) to develop the technical and business capabilities of small disadvantaged businesses (SDBs) and other eligible protégés. www.acq.osd.mil/osbp/mentor_protege

The Department of Defense (DoD) SBIR and STTR programs fund $900 million each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications. www.acq.osd.mil/osbp/sbir/index.htm

- The Indian Incentive Program (IIP) is a congressionally sponsored program that provides a 5 percent rebate, on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization, back to the prime contractor in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts to the above mentioned entities, the IIP fulfills its purpose as an economic multiplier for Native American communities. DoD prime contractors, regardless of size of contract, that contain the above referenced clause(s) are eligible for incentive payments. www.acq.osd.mil/osbp/programs/iip/index.htm

Note: DoD prime contractors with a contract of $500,000.00 or more, that contain the above referenced clause(s), are eligible for incentive payments.

Office of Small Business Programs

The DoD Women-Owned Small Business (WOSB) Program highlights the DoD efforts to achieve the 5 percent goal for prime and subcontract awards to small business concerns owned and controlled by women.
www.acq.osd.mil/osbp/programs/wosb/index.htm

- *The program objectives are:*

  - *To facilitate, preserve, and strengthen full participation for WOSB concerns in the DoD acquisition programs for goods and services.*
  - *Through programs and activities, including outreach and technical assistance, support the growth of women-owned small business concerns.*

The DoD Comprehensive Subcontracting Plan Test Program authorizes the negotiation, administration, and reporting of subcontracting plans on a plant, division, or company-wide basis as appropriate. The purpose of the test is to determine whether comprehensive subcontracting plans will result in increased subcontracting opportunities for Small Business while reducing the administrative burdens on contractors.
www.acq.osd.mil/osbp/programs/csp/index.htm

Office of Small Business Programs

The DoD Regional Councils for Small Business Education and Advocacy are a nationwide network of small business specialists organized to promote the National Small Business Programs of the United States. www.acq.osd.mil/osbp/programs/regional/index.htm

The DoD has undertaken an aggressive outreach effort to identify small business concerns that are owned and controlled by veterans and service-disabled veterans. The purpose of the DoD outreach effort is to improve prime and subcontracting opportunities for veteran and service-disabled veteran-owned small business concerns.
www.acq.osd.mil/osbp/programs/veterans/index.htm

The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone (Historically Underutilized Business Zone) certification in part by employing staff who live in a HUBZone. http://www.sba.gov/hubzone/

Office of Small Business Programs

The Department of Defense has entered into agreements with Historically Black Colleges and Universities (HBCUs), Hispanic Serving Institutions (HSIs), Tribal Colleges and Universities (TCUs), and other minority institutions of higher education.

DoD Prime and Subcontract Awards to Small Businesses

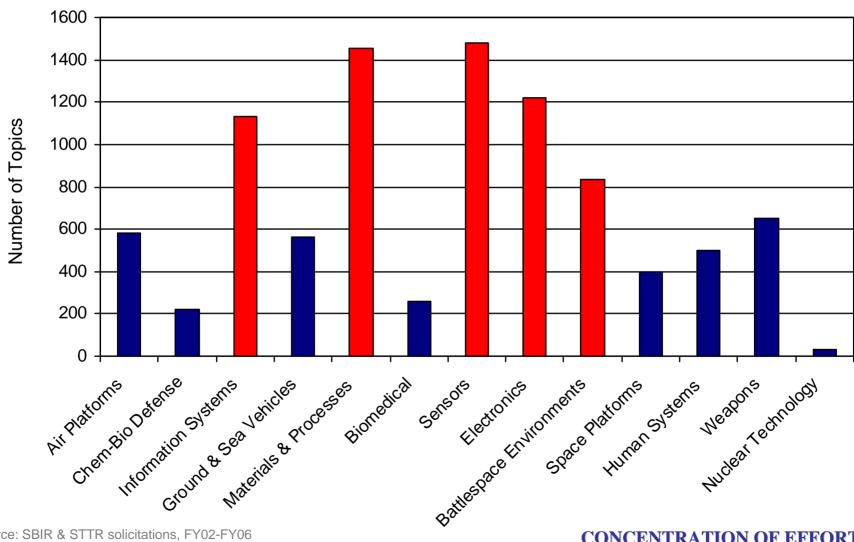**Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.**

*Includes only reportable subcontracts

SBIR & STTR BUDGETS HAVE GROWN

Increasing RDT&E appropriations have driven strong SBIR and STTR budget growth.

AT&L GOALS

TOPIC TECHNOLOGY AREAS:
Focus of SBIR Investments

Knowledge Display & Aggregation System (KDAS)
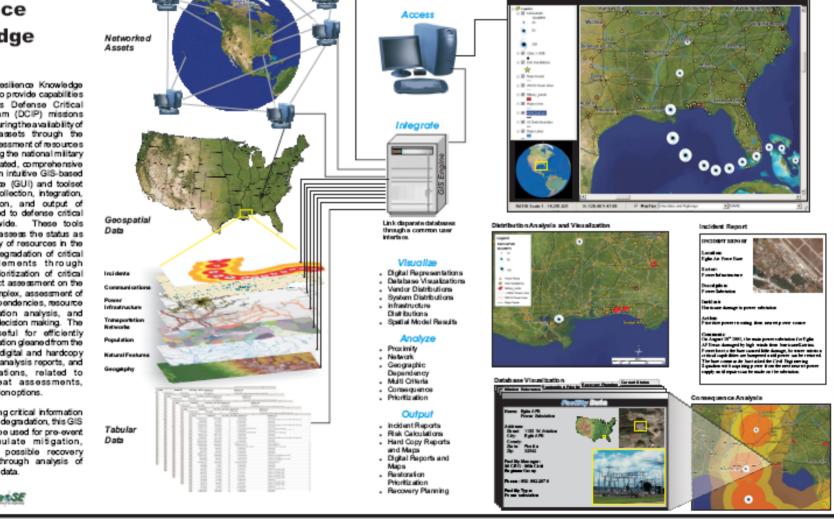
DCIP Infrastructure Resilience Knowledge System

The Infrastructure Resilience Knowledge System is a tool set to provide capabilities that support DoD's Defense Critical Infrastructure Program (DCIP) missions and objectives of ensuring the availability of critical networked assets through the identification and assessment of resources essential for executing the national military strategy. This integrated, comprehensive system consists of an intuitive GIS-based graphic user interface (GUI) and toolset that allows for the collection, integration, analysis, visualization, and output of disparate data related to defense critical infrastructure worldwide. These tools provide a means to assess the status as well as the adequacy of resources in the event of a loss or degradation of critical infrastructure elements through identification and prioritization of critical infrastructures, impact assessment on the military industrial complex, assessment of infrastructure interdependencies, resource location and allocation analysis, and facilitation of critical decision making. The system is also useful for efficiently disseminating information gleaned from the analysis results via digital and hardcopy maps, consequence analysis reports, and database visualizations, related to vulnerability, threat assessments, warnings, and mitigation options.
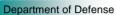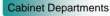
In addition to providing critical information at the time of a loss or degradation, this GIS application can also be used for pre-event planning to formulate mitigation, preparedness, and possible recovery scenario priorities through analysis of existing and real-time data.

Networked Assets

Geospatial Data

Incidents
Communications
Power Infrastructure
Transportation Networks
Population
Natural Features
Geography

Tabular Data

Access

Integrate

Link disparate databases through a common user interface.

Graphical User Interface

Infrastructure Resilience Knowledge System

Visualize
- Digital Representations
- Database Visualizations
- Vendor Distributions
- System Distributions
- Infrastructure Distributions
- Spatial Model Results

Analyze
- Proximity
- Network
- Geographic Dependency
- Multi Criteria
- Consequence
- Prioritization

Output
- Incident Reports
- Risk Calculations
- Hard Copy Reports and Maps
- Digital Reports and Maps
- Restoration Prioritization
- Recovery Planning

Distribution Analysis and Visualization

Incident Report

Database Visualization

Consequence Analysis

Data Sources

GOVERNMENT AGENCIES

Department of Defense

GIS & RSI Source Agencies

PRIVATE INDUSTRY

Federal Agencies & Commissions

DISDI

Cabinet Departments

Law Enforcement Agencies
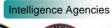
Intelligence Agencies

Acquiring data

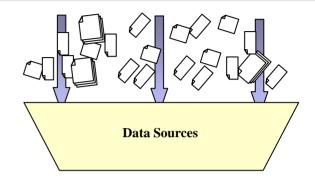## *Various methods of data acquisition*

- **Government**
  - Direct data exchanges/partnerships
    - NGA, USGS, IVT, DISDI
  - Omnibus federal use license (NGA)
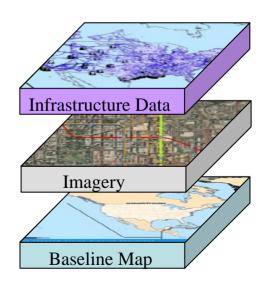   - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

- **Commercial/Industry**
  - Purchase existing data sets
    - Telcordia
  - MOU's/ Non-disclosure agreements
  - Contract to build new data sets

- **Coordination activities**
  - HIFLD – Homeland Infrastructure Foundation Level Database
    - Federal, state and local government participation
    - Commercial/Industry participation
  - DISDI – Defense Installation Spatial Data Infrastructure
    - Standardize installation data for all services
  - HSIP – Homeland Security Infrastructure Program
    - Joint effort with USGS and NGA
  - NADB-National Asset Database Working Group

Data Sources

Infrastructure Data

Imagery

Baseline Map

Data Management and Analysis

Data Verification, Management, and Analysis
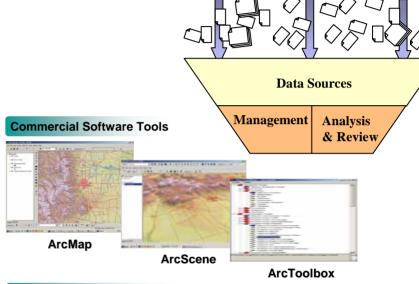
Data Review and Verification

- *Data alone does not produce a quality DCIP product. It needs evaluation for quality/accuracy.*

- *Infrastructure experts integrate and evaluate multiple data sources using various tools to produce DCIP products.*
  - Criticality
  - Dependencies
  - Single Points of Failure

Data Management and Organization

ArcCatalog

DCIP DMS

ArcSDE
Advanced Spatial Data Server

Data Sources

| Management | Analysis & Review |

Commercial Software Tools

ArcMap

ArcScene

ArcToolbox

Custom Software Tools

Telecommunications   **Electric Power**   **Road & Rail**

Petroleum   **Natural Gas**   **Water**

Why HIFLD Started

- Needed to fuse, analyze and visualize information – everything has a location

- Maps for decision makers were wrong

- PowerPoint Clip Art was default map of U.S.

- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
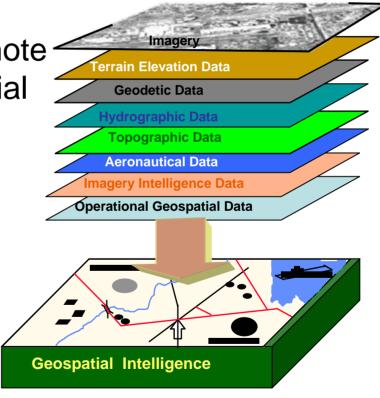
- Needed partnerships to accomplish

Foreign Threat

Domestic Threat

Critical Infrastructure Protection

HIFLD Objective

- Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information

  - **Gathering**
  - **Sharing**
  - **Protection**
  - **Visualization**
  - **Knowledge management**

Imagery
Terrain Elevation Data
Geodetic Data
Hydrographic Data
Topographic Data
Aeronautical Data
Imagery Intelligence Data
Operational Geospatial Data

Geospatial Intelligence

Visit the HIFLD Website

- **MUST be a Federal government member or be sponsored by one**

- **Access can be requested via non-passworded website (http://hifldwg.org)**

  - **"How to Join" link at top of page**

  - **Web-based access request template**

  - **If not a Federal government member, you will be prompted to provide contact info for your Federal government sponsor**

- **HIFLD Website Content:**

  - **Information and on-line registration for upcoming WG meetings**

  - **Agendas, attendee lists, briefings, and minutes from previous meetings**

  - **Searchable library of HIFLD and homeland infrastructure-related documents**

  - **Roster and contact info for all HIFLD WG members**

  - **Federal geospatial data guidance**

  - **On-line HSIP Gold data request form**

HIFLD
Homeland Infrastructure Foundation Level Database Working Group

home | about us | library | roster | calendar | acronyms | organizations | password | log out | admin

Welcome Jeffrey C. Wiser!

▶ **News**

HSIP Gold Available for Distribution
NGA has compiled their first annual HSIP Gold data release, which is now available for distribution.* You may request a copy of the HSIP Gold Data by submitting the following on-line data request form:

HSIP Gold Data Request Form

*For more information on HSIP Gold, what it contains, and its format, please download the HSIP GOLD Production Status Brief, which was presented at the June 05 HIFLD session.

Date added: 10-04-2005

Meeting Follow Up
The last HIFLD Working Group meeting was held on 18-19 October in Dahlgren, VA. The focus sector for this meeting was Postal & Shipping Sectors and Defense Logistics. Meeting minutes will be posted soon.

- Agenda (Word)   • Attendee List (Excel)
- Briefings

Date added: 10-20-2005

▶ **Next HIFLD Meeting**

When:
7-8 February 2006
(Tues-Wed)

Where:
USGS HQ Auditorium, Reston, VA

Focus Sectors:
Financial Services / Food & Agriculture

Registration:
Please register here if you plan to attend.

Logistics:
Interactive Map
Map, Directions and Hotel

Security:
Meeting will be at UNCLAS-FOUO level. There will be no need to pass clearances.

Contact Information

Antwane V. Johnson

Deputy Director, DCIP (Enterprise Architecture)

1235 S. Clark Street, Suite 1540

Arlington, VA. 22203

(703) 602-5730 x147 (office)

(703) 602-5725 (fax)

Antwane.Johnson@osd.mil

Rolls-Royce Corporation, Indianapolis

4TH Annual National Small Business Conference

Houston, TX

"Critical Infrastructure Opportunities"

Jaye Lampert

Small Business Liaison Officer

317-230-5730

Jaye.lampert@rolls-royce.com

Rolls-Royce

MAY 2007

VSN-0467

Critical Infrastructure

Why is that important to Rolls-Royce?

Rolls-Royce

For all the people who depend on our engines…

AE 3007

AE 2100

Citation X

SAAB 2000

ERJ-145

ERJ-135

Rolls-Royce

What comes to mind when you hear the words

Rolls-Royce?

Rolls-Royce

QUALITY

Rolls-Royce

So…..

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

Rolls-Royce

MAY 2007

What is Rolls-Royce looking for from suppliers?

- QUALITY

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION

Rolls-Royce

MAY 2007

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY

Rolls-Royce

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY

Rolls-Royce

MAY 2007

OUR PURCHASING DECISIONS ARE DRIVEN BY …...

Rolls-Royce

OUR PURCHASING DECISIONS ARE DRIVEN BY …...
QUALITY

Rolls-Royce

REMEMBER, THERE ARE TWO PARTS TO THE SALE….

Customer

and

Supplier

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World

Rolls-Royce

Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World

- We are looking for AS9100 and NADCAP for manufacturing companies

Rolls-Royce

MAY 2007

WHAT ABOUT THE SUPPLIER??

Rolls-Royce

MAY 2007

- Understand *your* business strategy

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

Rolls-Royce

- Understand *your* business strategy
  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
- Articulate your business capabilities.

Rolls-Royce

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

Rolls-Royce

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

  - Can you clearly state who your best audience is within the organization?

Rolls-Royce

- Understand *your* business strategy

  - Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

- Articulate your business capabilities.

- Ensure the representatives of your organization can communicate your strategy and capabilities.

  - Can you clearly state who your best audience is within the organization?

  - Target audience?

Rolls-Royce

OTHER TIPS

Rolls-Royce

- Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can't.

- Do not sign up for anything that falls outside your scope of business.

- Don't be afraid to say NO!

Rolls-Royce

Civil and Military Helicopters

Bell 407

Comanche

Bell Long Ranger

Model 250

T800

Rolls-Royce

MAY 2007

VSM-0303.PPT

What next?

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

Rolls-Royce

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

Rolls-Royce

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

- Follow up with other contacts within Rolls-Royce.

Rolls-Royce

MAY 2007

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

- Follow up with other contacts within Rolls-Royce.

- Keep up with the changing dynamics of Supply Chain Management.

Rolls-Royce

MAY 2007

Rolls-Royce is looking for suppliers to support local as well as North American strategies.

If opportunities do not exist immediately, ask when Rolls-Royce may again go out to bid.

Rolls-Royce

Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.

Rolls-Royce

If you do get an opportunity to respond to an RFQ:

- Make sure you understand the requirements.

- Ask questions to clear up any confusion.

- Respond to each point on the RFQ.

- Engage the Buyer/Commodity Specialist and ensure you understand how pricing should be presented.

- Be specific. Do not leave anything to interpretation.

- If you decide to "No Bid" provide an explanation.

- Turn your response in on time.

Rolls-Royce

- Find out when the award decision will be made.

- If you are not awarded, ask for a detailed explanation.

- If you take issue with the explanation given by the buyer, contact the SBLO via e-mail at SupplierDiversity@Rolls-Royce.com.

- Ask about next steps.

    - SABRE Assessments

    - Development plans

Rolls-Royce

Be Patient

Rolls-Royce

QUALITY TAKES TIME

We spend a lot of time bringing on a new supplier.

We are looking to develop long term relationships with them.

Think of it as a partnership.

Rolls-Royce

MAY 2007

Email: SupplierDiversity@Rolls-Royce.com

Send all company information electronically to the above e-mail address. Please remove any color backgrounds from PowerPoint presentations. All literature will be added to our internal Supplier Diversity website.

Please do not send anything via US Mail unless requested to do so.

Rolls-Royce

MAY 2007

Jaye Lampert

Small Business Liaison Officer

2355 South Tibbs Ave, Speed Code N-16

Indianapolis, IN 46206-0420

317-230-5730

Rolls-Royce

Infrastructure/Geophysical Division Overview

NDIA Conference

Mike Matthews
Infrastructure/Geophysical Division
Department of Homeland Security
Science and Technology Directorate
May 2007

Homeland Security

Infrastructure/Geophysical Division

Mission Statement: Increase the Nation's preparedness for and response to natural and man-made threats through superior situational awareness, enhanced emergency responder capabilities, and critical infrastructure protection.

Key Deliverables:
- Decision tools for interdependency analysis of sectors
- Protective measures for critical infrastructure against multiple hits
- Advanced first responder technologies, such as
  - 3-D locator for person (i.e. firefighter) in building
  - Real-time system for stand-off measurement of structural stability
  - Advanced urban search and rescue breaching tool
- Next generation protective gear for first responders
- Unified Incident Command Decision Support for multiple jurisdictional response
- Interactive emergency response training and exercise system
- Unified blast tool for critical infrastructure
- Evacuation, surge capacity modeling
- Real-time decision support tools

Customers: Office of Infrastructure Protection, Preparedness, FEMA

End User: First responders, S/L/Fed emergency managers and Private Sector infrastructure owners and operators

Homeland Security

2

Infrastructure/Geophysical Division

Thrust Areas:

Programs:

Enabling Homeland Capabilities (EHC):

Critical Infrastructure Protection (CIP)

- Protective Technologies
- Modeling, Simulation, and Analysis
- Advanced Surveillance
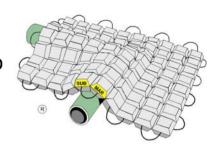- Rapid Response and Recovery

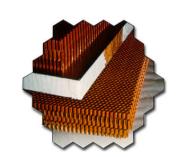Geophysical

- Southeast Region Research Initiative (SERRI)

Preparedness and Response (P&R)

- Incident Management Enterprise
- Integrated Modeling, Mapping and Simulation for Incident Planning and Response
- Personnel Monitoring and Tracking

Homeland Security

Protective (Risk Reduction) Technologies - EHC

- Enable owners and operators of the most vital critical infrastructure sites to implement affordable, reliable blast and projectile mitigation measures

- Improve Critical Infrastructures and Key Resources (CI/KR) capabilities to withstand blast and projectile threats

- Provide design and innovative construction methods to harden or increase resiliency of critical assets

- Provide innovative response technologies to prevent catastrophic losses

Current Programs:	Future Programs:
• Blast Analysis Tool for CI	• Advanced materials and blast mitigating design tools
	• Blast mitigating materials that can be retrofitted into existing CI (performer TBD)

Homeland Security

Modeling, Simulation and Analysis - EHC

Networks and Sensors

- Aid in understanding consequences of policy and investment options before enacting solutions

- Enable rapid examination of: interdependencies; trade-offs between risk reduction benefits and protective actions costs; the incorporation of threat information; vulnerability assessments; and disruption consequences

- Visualize analytically-based, quantitative changes in risk and readiness conditions as a function of resource investments

- Facilitate "what-if" scenarios and near real-time analysis of emerging threats

Current Programs:	**Future Programs:**
• Critical Infrastructure Protection Decision Support System	• Real-time database updating capability, using sensor and software technologies (performer TBD) • Real-time Decision Support System for Federal decision-makers

Homeland Security

Advanced Surveillance and Detection - EHC

- Examine other agencies' activities in advanced surveillance and detection

- Transition other agencies' GOTS and COTS for Critical Infrastructure Protection

- Integrate affordable, effective, chemical, biological, and explosives detection into Critical Infrastructure and key assets

- Facilitate testing environments for suites of advanced surveillance and detection technologies

Current Programs:	Future Programs:
• Examine other agencies' activities in advanced surveillance and detection	• Testing and Evaluation of Advanced Surveillance and Detection technologies in IP environments

Homeland Security

Rapid Response and Recovery - EHC

- Develop rapid response and recovery technologies for infrastructure assets, including underwater tunnels, levees, and dams

- Integrate technologies into testing environments

- Facilitate deployment of tested technologies – may include program to make technologies affordable, or for appropriate retrofit
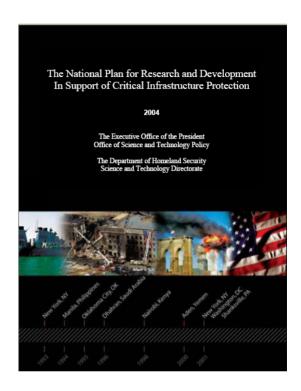
Current Programs:	Future Programs:
• Rapid Levee Repair	• Development of Tier 1 and 2 rapid response and recovery technologies

Homeland Security

National CIP R&D Plan - EHC

• DHS S&T is required to develop the annual Update to the NCIP R&D Plan in coordination with the OSTP by Homeland Security Presidential Directive – 7

• Providing the first and only National coordination program for Research and Development in Critical Infrastructure Protection

The National Plan for Research and Development
In Support of Critical Infrastructure Protection

2004

The Executive Office of the President
Office of Science and Technology Policy

The Department of Homeland Security
Science and Technology Directorate

Current Programs:	**Future Programs:**
• Currently getting the 2006 Update to the National CIP R&D Plan signed off by DHS and OSTP	• Development of updated plans and roadmaps for CIP Research and Development (performer TBD)

Homeland Security

Southeast Regional Research Initiative (SERRI)

Research Topics Areas

- Structural Water Management
    - Levees, Dams, Marshes, Spillways and Floodgates

- Natural Disaster Recovery
    - Innovative Debris Removal
    - Sustainable Reconstruction
    - Rapid Restoration of Services

- Building Regional Resilience
    - Mutual Aid Structures
    - Continuity of Operation Plans
    - Decision Maker Awareness Training
    - Business Cases for Regional Resilience

Research Partners

- Oak Ridge National Laboratories
- Mississippi State University
- University of Mississippi

- Southern Mississippi University
- Alcorn State University
- Jackson State University

Homeland Security

EHC: Integrated Modeling, Mapping, & Simulation

- Models of possible hazards from a wide range of natural and terrorist events (NRP)

- Predictive route mapping during mass evacuations or the post-event flow of emergency supplies

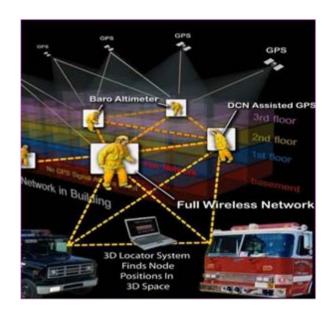- Impact Analysis – Natural and Terrorist Events

Current Program:	Future Program:
• Modeling Pilot in NY	• Model and Simulation Based Disaster Planning

Homeland Security

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EHC: Emergency Responder Technology

- Develop advanced protection technologies for first responders, emergency managers, and incident commanders

- Real-Time Tracking and Monitoring

- Situational Awareness for Incident Commanders

Current Program:	**Future Program:**
• Prototype 3D Locator Sensor for First Responders	• Responder Locator System • Physiological Monitoring System

EHC: Incident Management Enterprise

- Situational awareness of incident activities for Incident Manager

- Unified Incident Management Common Operating Picture

- Incident Information and Resource Management

Current Program:	**Future Program:**
• Unified Incident Command and Decision Support (UICDS) • Simulation Based Training and Decision Analysis [Training Exercise & Lessons Learned (TELL)]	• Advanced Incident Management Enterprise System

Homeland Security

Critical Infrastructure Protection

High Impact Technical Solutions

- Wide area surveillance and change detection for urban and remote locations

- Resilient Tunnel – ways to rapidly limit extent of damage in tunnel emergencies

Homeland Innovative Prototypical Solutions

- Resilient electric grid – prevent cascading effects of surge

- Levee evaluation, strengthening, and rapid repair

- Hurricane mitigation and storm surge defeat

What We Need From You:

Critical Infrastructure Protection

- Real-time data collection
- Advanced surveillance
- Hardening technologies
- Automatic response/repair
- Rapid reconstruction
- Strong economic and systems modeling
- Insights for private industry technical directions
- Critical infrastructure sector requirements

Incident Management

- Insight into internal R&D Programs
- Systems in difficult environments
- Plug&Play, interoperable, distributed modeling & simulation
- Intelligent, easy to use, secure workflow IM engines
- Innovative System integration framework/platform
- Integrated First Responder protection systems

Natural Hazards

- Hurricane Mitigation
- Storm surge defeat
- Long-term solutions, sustainable
- Early warning for all hazards
- Affordable protection
- Flood proofing – e.g. hospitals
- New directions from basic research
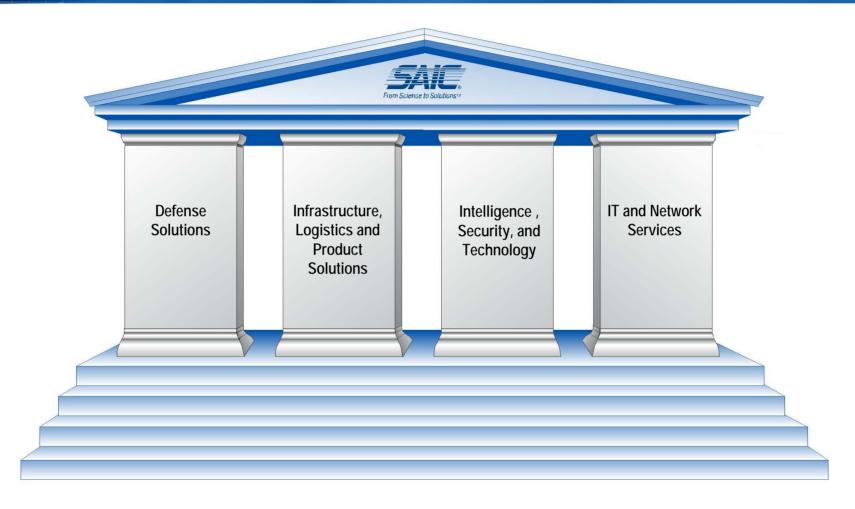- Full spectrum of hazards

Homeland Security

14

SAIC's Small Business Program
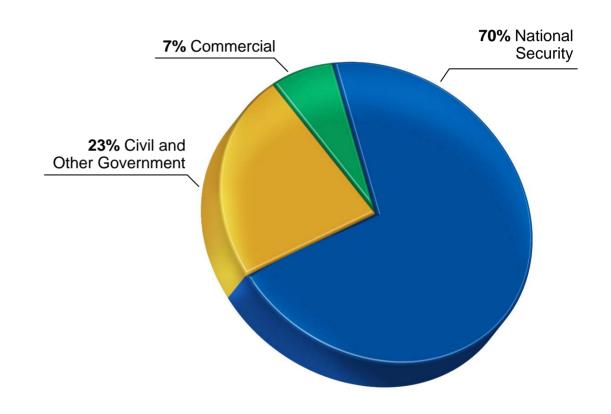
May 16, 2007

Company Organization

SAIC Business Overview

Business Areas

- Defense

- Intelligence

- Homeland Security

- Logistics and Product Support

- Science and Technology

- Health and Life Sciences

- Space and Earth Sciences

- Enterprise Management

- Global Commercial Services

7% Commercial

70% National Security

23% Civil and Other Government

$8.3B
(FY 2007)

SAIC is Organized to Support Small Business

➢ A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors monitors overall performance of the Small Business Program

➢ SAIC's Small Business Program Office oversees the following:
  – Assist our small business partners in identifying and developing new business opportunities
  – Provide marketing and bid assistance
  – Monitor and manage compliance with small business participation plans
  – Conduct small business assessments
  – Measure and report performance

➢ Small Business Advocates are assigned to our line organizations

SAIC's Small Business Past Performance

SUBCONTRACTED AWARDS TO SMALL BUSINESSES

	GFY 2006	GFY 2005	GFY 2004	GFY 2003	GFY 2002
Small Business	$1,232.5M	$1,352.2M	$960.7M	$793M	$490M
Small Disadvantaged Business	$241.1M	$231.5M	$197.3M	$152M	$116M
Women-Owned Small Business	$238.7M	$236.5M	$179.9M	$130M	$77M
HUBZone Small Business	$56.8M	$39.5M	$24.1M	$16.7M	$6M
Veteran-Owned Small Business	$140.7M	$115.6M	$103.5M	$42M	$22.8M
Service Disabled Veteran-Owned Small Business	$51.4M	$36.0M	$49.5M	$3.64M	$5M
Historically Black Colleges/Universities	$3.1M	$2.7M	$427K	$332K	$195K

Working with large companies

"The only good is knowledge and the only evil is ignorance "– Socrates

➢ KNOW the business areas, needs and customer sets of the large business

➢ KNOW your audience – program manager, business development, contracts, etc.

➢ KNOW what opportunities are present at the customers you are targeting.

➢ KNOW what are your strengths unique to the prime and the opportunity

➢ KNOW the competitive landscape and your potential weaknesses

➢ Be specific about and opportunity

Avoid *"I contact"*

Teaming – What Does SAIC Look For

- ➢ Skills – What is it that you do best
    - – Niche Technical and Functional Expertise
    - – Employees with Certified/Desired Skills
    - – Skills that complement SAIC's capabilities as a whole and on specific opportunities

- ➢ Past Performance
    - – Subcontracting performance on related efforts
    - – Prime contracting experience

- ➢ "Marketability" – Customer Knowledge
    - – Customer Knowledge – Do you know them and the "real environment"? Do they know you?
    - – Active Teaming = Good Teaming

- ➢ Type of Business – SB/SDB/WOB/HUBZone/SDVOB/VOB

- ➢ Strong Financial Capabilities – essential in exploring set-aside opportunities

Other Key Factors

➢ Hiring of cleared people – invest in obtaining/retaining clearances

➢ High profile projects will often include certification requirements – seek to obtain SEI-CMMI or ISO certifications.

➢ Enhance knowledge of federal acquisition environment
   – Understand the lifecycle of an acquisition
   – Understand the diversity of contracting vehicles
   – "Politics" – Budget process, personnel changes, *leverage*

➢ PERFORM, PERFORM, PERFORM

Federal Marketplace – What SAIC is pursuing

- Department of Defense Transformation
  - C3
  - Net-Centric warfare and battlespace awareness.
  - Force management, protection and deployment strategies
  - Logistics, supply chain and sustainment

- Intelligence
  - Interdependence among commands and agencies – convergence and sharing
  - Human intelligence and increased support "downrange"
  - Analysis, operations and support activities

- Homeland Defense
  - WMD Threats – Chemical, Biological Radiological, Nuclear (CBRN) assessments and countermeasures
  - Security – Physical and Information Security
  - The Homeland – First Responders, Border Protection/Inspection
  - Infrastructure Protection – Ports, Airports, Energy

➢ SAIC teams up front

- – Teaming discussions begin well in advance of an opportunity
- – Requires active marketing
- – Selectively add-on members post award

➢ Outreach really means "Reaching Out"

- – Attend Acquisition Industry Days
- – Trade Associations and Other Networking Events
- – Identify opportunities and organizations that mesh with your focus

➢ Web page – www.saic.com/sbp

➢ Babak Nouri

Email: nourib@saic.com

Phone: 703-676-7492

Raytheon
Customer Success Is Our Mission

4th Annual NDIA National Small Business Conference

16 May 2007

Raytheon … Who We Are

Raytheon
Integrated Defense Systems

We are …

- A Customer Focused Company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: $20.3 billion
- More than 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

- Be the most admired defense and aerospace systems supplier through world-class people and technology.

Working as One Company Focused on the Customer

Markets Align with Customer Priorities

Raytheon
Integrated Defense Systems

- Homeland Security
  - **Knowledge-driven security**

- Missile Defense
  - **Enable any sensor, any shooter**

- Intelligence, Surveillance and Reconnaissance
  - **Enabling decision superiority**

- Precision Engagement
  - **Joint…speed…effects**

Raytheon Business Headquarters

Raytheon
Integrated Defense Systems

Space and Airborne Systems
El Segundo, CA

Integrated Defense Systems
Tewksbury, MA

Global Headquarters
Waltham, MA

Missile Systems
Tucson, AZ

Network Centric Systems
McKinney, TX

Intelligence and Information Systems
Garland, TX

Raytheon Technical Services Company LLC
Reston, VA

73,000 employees; 2006 Revenue: $20.3B

Integrated Defense Systems

Dan Smith
President
2004 Revenue: $3.5B
Employees: 12,000
HQ: Tewksbury, MA

National and Theater
Security Programs

International

Naval

Homeland Defense

Industry-Leading Mission Systems Integrator

IDS Partnering …

Raytheon
Integrated Defense Systems

42% Small Businesses

600 Suppliers

66 Suppliers

168 Suppliers

DDG 1000 – $2.7B

ASP – [$100M - 500M]

Missile Defense System – $4.4B

428 Suppliers

100 Suppliers

361 Suppliers

SLAMRAAM – $152M

JLENS & RAID – $1.4B

Cobra Judy Replacement – $1B

Connected performance and solutions

Small Business Partnering as a Component to IDS Growth ...

Raytheon
Integrated Defense Systems

SUCCESS TOGETHER
PARTNERSHIP FORUM 2006
Raytheon Integrated Defense Systems

Department of Defense
Small and Disadvantaged Business Utilization

DEPARTMENT OF DEFENSE
MENTOR-PROTÉGÉ
MP

5 Active/
2 Planned

SBIR
16 Active
Engagements

ZUMWALT CLASS DESTROYER
DDG 1000

OA Small Business Team

Category	FY2004 Actual Dollars/Percent	FY2006 Actual Dollars/Percent	% Delta Over 2 Years Dollars/Percent
Small	$ 125.8M / 29.3%	$ 236.3M / 42.1%	+ 87.8% / +43.7%
Small Disadvantaged	$ 17.2M / 3.8%	$ 25.1M / 4.5%	+ 45.6% / +12.5%
Small Woman Owned	$ 19.7M / 4.6%	$ 28.7M / 5.1%	+ 45.7% / +10.9%

Two Year Focus on Small Business = Results

Opportunity Focus Areas

- Partners Need to Be Carefully Selected…
  - Affordability
  - Capability
  - Sustainability
  - Political perspective
  - Cultural perspective
- Small Businesses
  - Critical technologies / Enhanced manufacturing and service support
  - Small Business Innovative Research, Small Business Technology Transfer Programs
- Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
  - Mentor Protégé and Supplier Development
- Outreach
  - Customer and Industry Conferences
  - Raytheon Supplier Diversity Web Site
    - Certification information required

Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

- RF System on a chip in silicon
- CBRN (chem., bio, radio, nuclear) sensing
- Decontamination technologies
- Low loss RF tunable components for phase shifting/filtering
- Efficient high density power conversion and regulation
- Fuel Cells
- Wide bandgap technologies
  - Substrate and Epitaxial material providers
  - Thermal Management/modeling techniques
- Radiation Hardened/ Tolerant Electronics
- Software acquisition/development
  - Migration technologies to enable Open Architecture
  - Translation of old codes to common UML or HTML
  - Cognitive Computing Knowledge Management Technologies

- Information Security
- First Responder (hardware/software)
  - Incident management, decision support systems
- IR and Optical technologies
  - Fiber, Multi-spectral Windows, Device
- Waveform Generation/ Polimetry/ Signal Processing technologies (Radar & Sonar)
- Low Cost Advanced Composite Structures
- Low Cost Composite Sandwich Structures and Fabrication Techniques
- Sonar signal processing technologies
  - Automatic detection and discrimination of submarines from surface ships
  - Computer aided detection (CAD) / Computer aided classification (CAD)
- Rapid prototyping tools and techniques – Software & Hardware

Contacting Supplier Diversity Advocates

Raytheon
Integrated Defense Systems

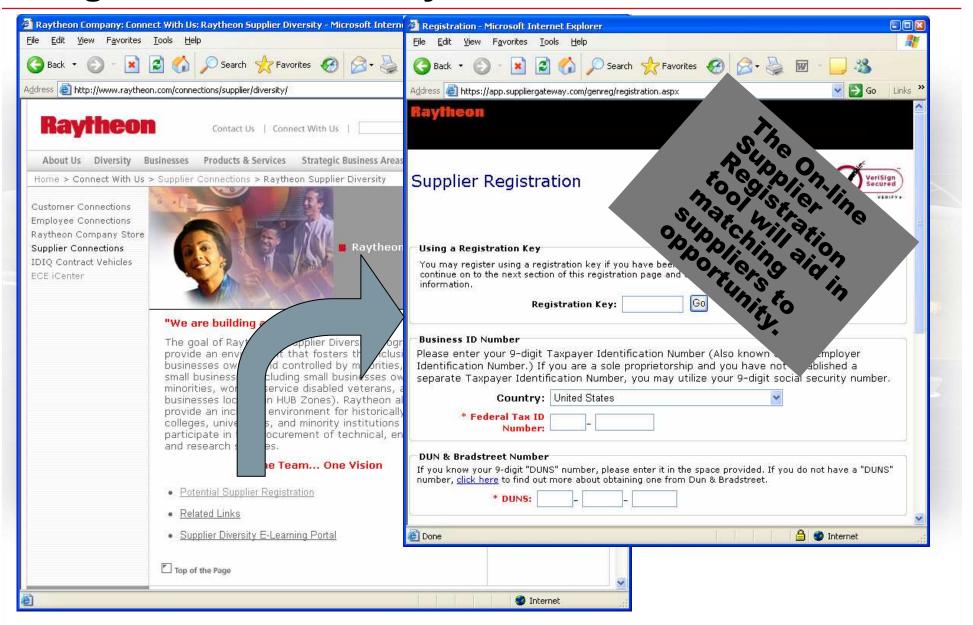http://www.raytheon.com/connections/supplier/diversity/

Raytheon

SUPPLIER DIVERSITY PROGRAM CONTACT POINTS

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

Integrated Defense Systems - (IDS)

☐ **Edward A Bogacz - (Business Unit Leader)**
350 Lowell Street, Andover, MA 01810, M/S AA2W102
Phn: 978/470-7199 Fax: 978/964-0144
edward_a_bogacz@raytheon.com

☐ **Kathy Darouie**
8680 Balboa Blvd., Bldg. 1/H109 San Diego, CA 92123-1502
Phn: 858/522-2477 Fax: 858/522-2580
kadarouie@raytheon.com

☐ **Ferlandos Davis**
350 Lowell Street, Andover, MA 01810
Phn: 978/470-9289 Fax: 978/470-7354
ferlandos_davis@raytheon.com

☐ **Tony E. Forrest**
610 Dowell Street, Bldg. 894 Keyport, WA 98345-7610
Phn: 360/-394-3411 Fax: 360-394-3494
tony_e_forrest@raytheon.com

☐ **Judy Hardin**
353 James Record Rd., Huntsville, AL 35824
Phn: 256/542-4788 Fax: 256/542-4617
judy_c_hardin@raytheon.com

☐ **Eric Stevens**
1050 NE Hostmark Street, Poulsbo, WA 98370-7759
Phn: 360/394-7527 Fax: 360/394-7524
eric_e_stevens@raytheon.com

Intelligence and Information Systems - (IIS)

☐ **Barbara Osborn - (Business Unit Leader)**
P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023
Phn: 972/205-7202 Fax: 972/205-7761
barbara_H_Osborn@raytheon.com

☐ **Warren A. Elbeck**
16800 E. Centretech Parkway, Aurora, CO 80011-9046
Phn: 720/858-5788 Fax: 720/858-5955
waelbeck@raytheon.com

☐ **Stacy Eder**
7700 Arlington Blvd., Falls Church, VA 22042
Phn: 703/876-1983 Fax: 703/940-0679

☐ **Melvin Jackson**
1616 McCormick Dr., Upper Marlboro, MD 20774
Phn: 301-925-0428 Fax: 301-925-1151
melvin_A_Jackson@raytheon.com

☐ **James Phelan**
1768 Business Center Dr., Reston, VA 20190-5349
Phn: 703-757-1642 Fax: 703-759-1780
James_A_Phelan@raytheon.com

☐ **Sharon Denton**
P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023
Phn: 972/205-7199 Fax: 972/205-7761

Raytheon Online Supplier Registration/Search System

Raytheon
Integrated Defense Systems

NATIONAL SMALL BUSINESS CONFERENCE

"Critical Infrastructure Opportunities"

Prime Contractors Panel

Wednesday, May 16, 2007

Moderated by
Ron Perlman

Buchanan Ingersoll ⚖ Rooney PC
Attorneys & Government Relations Professionals

Breakout Session: Prime Contractors
Moderator: Ron Perlman, Buchanan Ingersoll & Rooney

3:30pm -5:00 pm

SAIC: Babak Nouri, Assistant Vice President, Small Business Programs

Raytheon: Doug Patrick, Director of Subcontract Partnering for Raytheon Integrated Defense Systems

Rolls-Royce Corporation: Jaye Lampert, Small Business Liaison Officer

BAE Systems: Diane Dempsey, Director Small Business Relations

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

United States Department of Veterans Affairs

4th Annual NDIA

National Small Business Conference

Houston, TX

May 17, 2007

VA's Mission

With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation's wounds, to care for him who shall have borne the battle, and for his widow and orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations."

--Abraham Lincoln

VA Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices

FY 2006 Goals & Accomplishments

Category	Secretary's Goal	VA-wide Accomplishments
Small Business	25%	29.45%
Small Disadvantaged Business	4%	4.93%
Section 8(a)	5%	3.92%
Women-Owned Small Business	5%	5.00%
Veteran-Owned Small Business	7%	6.49%
Service-Disabled Veteran-Owned Small Business	3%	3.39%
HUBZone Small Business	3.05%	3.28%

VA Office of Small & Disadvantaged Business Utilization

1-800-949-8387

202-461-4300

osdbu@va.gov

www.va.gov/osdbu

VA Center for Veterans Enterprise

1-866-584-2344

202-303-3296

www.vetbiz.gov

vacve@va.gov